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Ranking the Top Marketing Companies

	Total Assets		Total Sales		Net Income		Net Sales Ranking Among 500 U.S. Corporations	
	1985	1984	1985	1984	1985	1984	1985	1984
Exxon Corp.	1	1	1	1	1	1	2	1
Mobil Oil Corp.	2	2	2	2	6	6	3	3
Chevron	3	4	4	5	4	4	6	5
Texaco Inc.	4	3	3	3	5	5	7	11
Shell Oil Co. (a)	5	6	8	7	3	3	11	10
Amoco (b)	6	5	5	4	2	2	12	12
Tenneco Inc.	7	8	7	9	7	9	14	13
Atlantic Richfield Co.	8	7	6	6	7	10	17	17
Standard Oil (Ohio)	9	9	11	11	11	5	18	19
Phillips Petroleum Co.	10	10	9	8	9	7	20	20
Sun Co.	11	11	10	10	8	11	24	24
Unocal	12	12	12	12	10	8	31	27
Amerada-Hess	13	13	14	13	18	14	46	42
Diamond Shamrock Corp.	14	14	15	15	19	13	48	41
Ashland Inc. (c)	15	15	13	14	12	19	93	83
Kerr-McGee Corp.	16	16	16	16	13	17	117	111
Pennzoil Corp.	17	17	18	17	14	15	157	173
Murphy Oil	18	18	19	19	15	16	167	147
American Petrofina	19	19	17	18	16	18	169	167

(a) Wholly-owned by Royal Dutch/Shell Group.

(b) Name changed from Standard Oil (Indiana) 4/23/85.

(c) Fiscal year ended 9/30/85.

Source: Fortune, 500 largest U.S. corporations, April 28, 1986.

Changes, Changes and More Changes

Even though it had probably the best earnings' performance in its history, Exxon Corp., nevertheless, lost its title as the nation's No. 1 industrial corporation to General Motors Corp. in 1985.

This is not necessarily a world-shaking event inasmuch as these two companies have been engaging in a tug of war for that title for the past 10 to 12 years.

Fortune magazine, which ranks the nation's top 500 companies mostly on the basis of sales and gross revenues, noted that GM headed the list for 32 years. (By way of contrast, NPN uses employed assets as basis for ranking oil companies.)

Exxon unseated GM for the first time in 1974. GM regained the title in 1977, held it through 1978 and dropped it again to Exxon in 1979. Exxon held it tightly in its clasp through 1984.

Exxon's sales in 1985 were \$86.7 billion, down 5% from the 1984 total of \$90.9 billion and roughly 20% below the all-time high of \$108 billion in 1981. GM, riding the crest of an unusual splurge in car buying, racked up \$96.4 billion worth of sales in 1985, a record for the Michigan firm.

Profits were something else again. GM's profits sagged to \$4.0 billion in 1985, down from \$4.5 billion the preceding year. Exxon

technically earned in excess of \$6 billion for the first time in its history but it was compelled to set aside \$2.1 billion to protect itself against an adverse court decision on overcharges. That reduced its stated earnings to \$4.9 billion in 1985 which isn't exactly a bad bagful of money to take to the bank. Exxon's all-time high in earnings was in 1980 when it reported net profits of \$5.7 billion.

Even though it slipped in the top 500 category, Exxon was No. 1 in everything else in the petroleum industry.

In other significant changes in the 1985 lineup, Chevron passed Texaco and moved up to No. 3, Shell slipped past Amoco to take the fifth position Tenneco leapfrogged Arco to become No. 7 in the hit parade. The Chevron upsweep was the biggest of all, moving from eleventh in 1984 to third in 1985, mostly on the basis of its purchase of Gulf Oil in 1984.

Although there were some shifts in the industry's pecking order, the 1985 rankings present a freeze frame of the petroleum market in a period of relatively economic stability, just prior to the sudden collapse of oil prices at the outset of 1986. Considering the current state of the market, there could be a dramatic shift in the 1986 company rankings.

Oil Company Annual

	Gross Sales-Operating Revenues (a)				Net Income	
	(add 000)		% Change		(add 000)	
	1985	1984	1985 vs. 1984	1985 vs. 1980	1985	1984
Amerada Hess Corp.	\$ 7,722,542	\$ 8,353,752	(7.1)	(2.9)	\$ 260,409	\$ 170,455
American Petrofina	2,408,502	2,125,853	13.3	15.4	(10,163)	45,092
Amoco Corp.	28,873,000	29,008,000	.5	9.5	1,953,000	2,183,000
Ashland Oil, Inc.	7,891,223	8,252,564	(4.0)	(5.6)	146,722	92,187
Atlantic Richfield Co.	21,722,749	23,698,952	(8.4)	(11.2)	(201,574)	567,021
Chevron Corp.	41,742,000	44,216,000	(5.6)	(2.8)	1,547,000	1,534,000
Citgo Petroleum Corp. (b)	5,690,800	5,402,500	5.5	(26.9)	96,800	15,498
Conoco, Inc.	15,378,539	15,674,222	(1.9)	(17.6)	468,745	649,699
Crown Central Petroleum Corp.	1,473,253	1,609,605	(8.5)	—	4,098	504
Diamond Shamrock Corp.	4,101,800	4,483,200	(8.5)	243.0	(604,700)	242,200
Exxon Corp.	92,869,000	97,288,000	(4.5)	(9.9)	4,978,000	5,528,000
Kerr-McGee Corp.	3,345,000	3,537,000	(5.4)	(3.8)	137,000	65,000
Marathon Oil Corp.	10,462,000	10,185,000	2.8	21.8	1,274,000	1,274,000
Mobil Oil Corp.	60,609,000	60,474,000	2.1	1.8	1,040,000 (c)	1,268,000
Murphy Oil Corp.	2,197,638	2,169,000	1.3	11.7	79,704	96,167
Phillips Petroleum Corp.	15,800,000	15,746,000	.3	18.2	418,000	810,000
Shell Oil Corp.	20,477,000	20,898,000	(2.4)	3.2	1,656,000	1,722,000
Standard Oil Co. (Ohio)	13,818,000	12,251,000	12.7	20.3	308,000	1,488,000
Sun Co. Inc.	13,769,000	14,466,000	(4.7)	6.0	527,000	538,000
Tenneco Inc.	15,270,000	14,669,000	4.1	322.0	172,000	631,000
Texaco Inc.	46,297,000	47,334,000	(2.1)	(11.8)	1,233,000	306,000 (d)
Unocal Corp.	10,738,000	10,839,000	(.9)	7.6	325,000	700,000

(a) Excluding taxes

(b) Owned by The Southland Corp. Figures are for gasoline refining and supply segment only—includes refining, marketing and transportation operations of Citgo Petroleum Corp. and the Gasoline Supply Division.

(c) Net income figures exclude 1985 provisions for restructuring Montgomery Ward subsidiary, which contributed \$508 million in after tax income.

(d) Before 1984 special charge. Amounts would be: net income, \$1,074,000; net income as % of gross sales, 2.7%; net income as % of stockholder equity, 7.3.

	Net Crude Production b/d							
	Product Imports b/d		Crude Imports b/d		Domestic			
	1985	1984	1985	1984	Domestic		Foreign	
					1985	1984	1985	1984
Amerada Hess Corp.	—	—	—	—	67,109	66,983	95,073	92,280
American Petrofina	—	—	—	—	18,548	18,838	—	—
Amoco Corp.	16,500	17,700	219,000	251,700	401,000	409,000	446,000	440,000
Ashland, Inc.	—	—	73,080	74,554	2,755	2,508	20,781	19,080
Atlantic Richfield Co.	—	—	—	—	647,700	654,700	56,000	51,100
Chevron Corp.	—	—	—	—	587,100	511,100	418,700	351,200
Citgo Petroleum Corp. (a)	—	—	—	—	—	—	—	—
Conoco Corp.	—	—	—	—	119,254	118,195	305,306	281,743
Crown Central Petroleum Corp.	—	—	—	—	2,933	3,249	—	—
Diamond Shamrock Corp.	—	—	—	—	15,200	14,700	51,300	58,600
Exxon Corp.	—	—	—	—	768,000	778,000	884,000	835,000
Kerr-McGee Corp.	—	—	—	—	21,230	19,500	26,261	23,000
Marathon Oil Corp.	—	—	137,900	171,700	160,200	163,300	115,100	111,200
Mobil Oil Corp.	—	—	—	—	—	—	—	—
Murphy Oil Corp.	—	—	17,882	16,960	13,610	15,072	41,484	41,637
Phillips Petroleum Corp.	—	—	—	—	154,000	136,000	127,000	132,000
Shell Oil Corp.	—	—	—	—	463,000	464,000	39,000	33,000
Standard Oil Co. (Ohio)	—	—	—	—	719,700	634,400	0	0
Sun Co. Inc.	—	—	—	—	195,100	194,100	30,000	29,400
Tenneco Inc.	—	—	—	—	93,311	89,050	38,368	38,392
Texaco Inc.	—	—	—	—	640,000	626,000	688,000	869,000
Unocal Corp.	—	—	—	—	154,000	152,000	97,000	83,000

(a) Owned by The Southland Corp. Figures are for gasoline refining and supply segment only—includes refining, marketing and transportation operations of Citgo Petroleum Corp. and the Gasoline Supply Division.

Reports for 1985

Net Income % Change		Net Income % of Gross Sales		Total Assets (add 000)				Net Income as % of average stockholder equity	
1985 vs. 1984	1985 vs. 1980	1985	1984	1985	1984	1985 vs. 1984	1985 vs. 1980	1985	1984
—	—	—	2.0 %	\$ 6,219,453	\$ 6,352,832	(2.0%)	5.5%	—	6.6%
(10.6)	7.8	7.3 %	2.1	1,187,256	1,705,625	(30.1)	—	—	6.8
58.6	(66.2)	1.86	8.1	25,198,000	25,734,000	(2.1)	27.6	16.2 %	17.5
—	—	—	1.12	3,927,633	4,036,941	(2.5)	15.5	13.1	6.1
—	—	—	2.4	20,278,840	21,951,542	(7.6)	22.2	19.20	14.8
.9	(35.6)	3.5	3.3	38,899,000	45,404,000	(14.5)	75.5	10.2	10.6
625.0	(79.6)	1.7	.3	1,325,806	1,245,865	6.4	(76.0)	—	—
(27.7)	(54.4)	4.0	3.0	14,115,244	13,497,477	4.5	28.0	9.0	12.0
811.0	—	2.8	0.3	—	—	—	—	—	—
—	—	—	5.4	4,618,000	5,396,400	(14.8)	94.4	—	8.9
(9.9)	(11.8)	5.2	5.7	69,160,000	63,278,000	9.3	18.2	16.8	19.0
211.0	(24.7)	4.1	1.8	1,722,000	1,740,000	(.1)	(63.0)	—	—
—	327.0	12.1	12.5	10,074,000	9,949,000	1.2	99.8	—	—
(19.5)(c)	(62.9)	1.8 (c)	2.1	41,752,000	41,851,000	.2	27.6	11.2 (c)	9.3
(17.1)	(47.0)	3.6	4.4	2,660,825	2,685,069	(.9)	15.2	7.9	9.6
(48.1)	(60.1)	2.6	5.1	14,045,000	16,955,000	(17.1)	42.8	2.6	12.2
(4.2)	6.5	8.1	8.4	26,528,000	23,729,000	11.8	33.7	11.7	14.1
(79.2)	(83.0)	2.2	12.1	18,330,000	17,487,000	4.8	51.5	3.8	17.7
(1.6)	(27.0)	3.8	3.7	12,923,000	12,789,000	1.1	18.0	10.2	10.0
(73.0)	(81.7)	1.1	4.3	20,437,000	18,205,000	12.1	533.0	1.8	9.5
401.0	(53.4)	2.7	.6 (d)	37,703,000	37,744,000	(.1)	42.8	9.2	1.8(d)
(53.6)	(49.8)	3.0	6.5	10,797,000	10,203,000	5.8	59.4	8.9	6.9

Refinery Crude Runs b/d				Total domestic production as % of total domestic runs		Domestic refined petroleum product sales b/d	
Domestic		Foreign		1985	1984	1985	1984
1985	1984	1985	1984	1985	1984	1985	1984
337,000	368,000	—	—	19.9 %	18.2%	417,000	440,000
117,277	112,860	—	—	11.2	16.7	166,129	142,449
839,000	828,000	60,000	69,000	47.8	49.4	911,000	860,000
297,458	301,813	—	—	0.9	0.8	359,633	374,308
353,200	340,900	—	—	183.4	192.1	432,100	423,600
1,358,100	1,319,000	597,800	717,500	43.2	38.7	1,683,000	1,556,000
225,000	—	—	—	—	—	—	—
343,109	322,262	159,393	146,766	34.0	36.0	425,646	411,765
—	—	—	—	—	—	—	—
124,838	116,928	—	—	53.3	61.1	149,653	143,059
1,054,000	1,021,000	1,849,000	2,199,000	72.9	76.1	1,123,000	1,149,000
121,800	116,045	—	—	17.4	21.7	—	—
402,700	401,100	49,500	47,400	39.8	40.7	470,500	466,800
—	—	—	—	—	—	789,000	708,000
76,622	84,204	19,907	13,223	17.8	17.9	86,238	92,071
292,000	288,000	—	—	52.7	47.2	575,000	507,000
890,000	897,000	—	—	52.0	75.8	963,000	903,000
604,200	410,800	0	0	119.0	154.0	604,200	410,800
391,700	400,300	62,200	61,700	50.0	49.0	528,800	516,400
98,688	92,692	0	0	94.6	96.1	146,112	126,235
838,000	946,000	1,010,000	1,079,000	76.4	66.1	1,156,000	1,180,000
374,000	351,000	—	—	41.2	43.3	420,000	402,000

Quarterly and Full-Year Earnings— 1985 vs. 1984

(Add 000,000)

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Full-Year 1985	Full-Year 1984	% Change
Exxon Corp.	\$1,325.0	\$745.0	\$995.0	\$1,805.0	\$4,870.0	\$5,528.0	(11.9%)
Mobil Corp.	320.0	411.0	(116.0)	425.0	1,040.0	1,268.0	(18.0)
Texaco Inc.	320.0	305.0	301.0	307.0	1,233.0	306.0	300
Chevron Corp. (a)	354.0	347.0	245.0	601.0	1,547.0	1,534.0	—
Amoco Corp. (b)	473.0	600.0	490.0	390.0	1,953.0	2,183.0	(10.5)
Shell Oil Co.	296.0	337.0	365.0	652.0	1,650.0	1,772.0	(6.9)
Atlantic Richfield Co.	352.0	(1,099.0)	403.0	142.0	(202.0)	567.0	—
Tenneco, Inc.	63.0	164.0	(135.0)	81.0	172.0	631.0	(727.0)
Standard Oil Co. (Ohio)	343.0	390.0	346.0	(771.0)	308.0	1,488.0	(79.3)
Phillips Petroleum Co.	106.0	110.0	36.0	95.0	418.0	810.0	(48.4)
Sun Co.	127.0	146.0	(106.0)	414.0	527.0	538.0	(2.0)
Unocal, Inc. (c)	180.7	120.4	158.7	(134.8)	321.1	700.4	(53.6)
Amerada Hess Corp.	37.2	31.8	36.4	(365.8)	(260.5)	170.5	—
Diamond Shamrock Corp.	59.1	(764.0)	52.8	47.8	(604.7)	242.2	—
Ashland, Inc. (d)	25.5	60.3	60.3	46.4	146.7	(172.5)	—
Kerr-McGee Corp.	28.4	40.6	39.8	27.6	136.5	64.7	711
Pennzoil	57.4	52.6	44.4	(41.1)	113.2	130.5	(13.3)
Murphy Oil Corp.	20.2	23.8	18.6	17.2	79.9	96.2	(16.9)
American Petroleum Co.	(2.7)	12.9	10.2	(39.4)	(10.2)	45.1	—
Southland Corp.	1.0	88.7	79.3	43.5	212.5	160.3	32.6

(a) Formerly Standard Oil Co. of California.

(b) Formerly Standard Oil Co. (Indiana).

(c) Formerly Union Oil Co. of California.

(d) Ashland's fiscal year ends Sept. 30 and the four quarters and full year have been re-stated to conform.

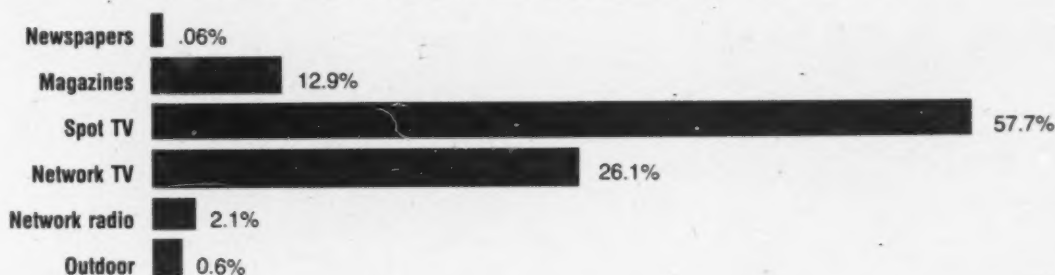
How They Fared in 1984 vs. 1983

(Add 000,000)

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Full-Year 1984	Full-Year 1983	% Change
Exxon Corp.	\$1,475.0	\$1,350.0	\$1,275.0	\$1,425.0	\$5,525.0	\$4,978.0	11.0%
Mobil Oil Corp.	380.0	366.0	238.0	286.0	1,270.0	1,503.0	(15.5)
Texaco Inc.	321.0	302.0	235.0	(552.0)	306.0	1,233.0	(75.2)
Standard Oil Co. (Indiana)	594.0	524.0	600.0	465.0	2,183.0	1,868.0	16.9
Standard Oil Co. (California)	378.0	380.0	342.0	434.0	1,534.0	1,590.0	(3.5)
Atlantic Richfield Co.	395.1	406.3	(519.0)	285.0	367.0	1,348.0	(63.4)
Shell Oil Co.	326.0	418.0	447.0	581.0	1,772.0	1,633.0	8.5
Gulf Oil Corp.	220.0	—	—	—	—	—	—
Tenneco Inc.	155.0	220.0	126.0	130.0	631.0	716.0	(11.9)
Standard Oil Co. (Ohio)	381.0	458.0	359.0	290.0	1,488.0	1,512.0	(1.6)
Phillips Petroleum Co.	193.0	231.0	217.0	169.0	810.0	721.0	12.3
Sun Co.	143.0	137.0	122.0	136.0	538.0	453.0	18.8
Getty Oil Co.	—	—	—	—	—	—	—
Union Oil Co. of California	180.1	185.7	181.2	153.4	700.4	625.9	11.9
Amerada Hess Corp.	88.4	45.5	40.6	(4.9)	170.5	205.3	(17.0)
Ashland, Inc.	5.0	36.2	(240.9)	25.9	(172.5)	102.8	—
Kerr-McGee Corp.	40.3	68.0	21.6	(35.0)	65.0	118.0	(44.9)
Diamond-Shamrock Corp.	59.5	64.3	61.6	56.8	242.2	(56.2)	—
Murphy Oil Corp.	26.3	23.6	25.3	20.9	96.1	127.4	(24.6)
American Petrofina Co.	10.3	15.7	1.8	17.3	45.1	55.3	(18.4)
Southland Corp.	41.2	58.5	59.9	30.7	160.3	131.8	21.6

How Oil Spends Its Ad Money

How Some Companies Divide Their Media Expenditures



Source: Broadcast Advertiser Reports, Inc., and Publishers Information Bureau data. Chart and percentages by NPN, May 1986.

How Some Oil Companies Split Their Budgets

	Mobil		Exxon		Arco		Phillips	
	1985	1984	1985	1984	1985	1984	1985	1984
Newspaper								
Supplements	\$ 362	\$ 1,128	\$ 137	\$ 53	—	—	—	NA
Magazines	7,413	3,799	686	4,804	\$ 123	\$ 534	\$ 2,232	NA
Spot TV	22,839	26,377	16,002	16,239	6,852	10,438	1,242	3,669
Network TV	12,865	11,321	—	—	NA	10,020	8,343	7,979
Network Radio	60	—	—	—	—	—	1,629	NA
Outdoor	347	44	157	839	54	1	9	NA
Totals	\$43,886	\$42,699	\$16,982	\$21,935	\$7,029	\$20,993	\$13,455	\$11,548

Source: Broadcast Advertiser Reports, Inc., and Publishers Information Bureau, May 1986.

Spot TV Spending

Company	1985 Spending (Add 000)	1984 Spending (Add 000)	% Change	Company	1985 Spending (Add 000)	1984 Spending (Add 000)	% Change
Exxon	\$16,002	\$16,237	- 1%	Standard Oil (Ohio)	2,757	615	+ 348%
Chevron (incl. Gulf)	15,516	12,433	+ 25	Atlantic Richfield	2,174	4,736	- 54
Shell	15,055	10,989	+ 37	Conoco	1,428	860	+ 34
Mobil	9,238	9,571	- 3	Amerada Hess	1,355	936	+ 55
Amoco	9,024	11,546	- 22	Quaker State	1,311	2,844	- 54
Texaco (incl. Getty)	5,619	8,824	- 36	Witco (Kendall & Amalie)	1,104	1,373	- 5
Pennzoil	4,948	4,556	+ 9	Phillips	1,242	3,669	- 66
Unocal	4,812	4,671	+ 3	Burmah Oil	958	2,768	- 65
Sun	3,720	2,794	+ 33	Southland	676	178	+ 280
Ashland	3,368	3,102	+ 9	Marathon Oil	481	447	+ 8

Source: Television Bureau of Advertising (TvB) from data supplied by Broadcast Advertisers Reports (BAR) in the top 75 markets, April 1986.

Network TV Spending

Company	1985 Spending (Add 000)	1984 Spending (Add 000)	% Change	Company	1985 Spending (Add 000)	1984 Spending (Add 000)	% Change
Phillips	\$8,343	\$7,979	+ 5%	Sun	2,328	6,491	- 64%
Burmah (Castrol)	7,793	5,348	+ 46	General Motors			
Ashland	7,154	—	+ inf.	(Goodwrench Motor Oil)	2,029	2,525	- 20
Quaker State	7,270	6,718	- 8	Unocal	1,525	1,909	- 20
Pennzoil	4,331	5,006	- 13	Shell	1,165	1,643	- 29
Texaco (incl. Getty)	3,139	5,870	- 47	Witco (Kendall)	843	860	- 2
Mobil	3,036	187	+ 1,524	Chevron (incl. Gulf)	436	369	+ 18

Source: Television Bureau of Advertising (TvB) from data supplied by Broadcast Advertisers Reports (BAR) in the top 75 markets, April 1986.

Current Automotive Registrations

State	Automobiles			Trucks and Buses			All Motor Vehicles			Motorcycles
	Registered 1984	Estimated 1985	% Chng.	Registered 1984	Estimated 1985	% Chng.	Registered 1984	Estimated 1985	% Chng.	Estimated 1985
Alabama.....	2,266,571	2,274,000	0.3	935,484	961,000	2.7	3,202,055	3,235,000	1.0	69,000
Alaska.....	227,375	236,000	3.8	140,233	146,000	4.1	367,608	382,000	3.9	10,000
Arizona.....	1,504,204	1,500,000	-0.3	606,675	619,000	2.0	2,110,879	2,119,000	0.4	79,000
Arkansas.....	981,174	991,000	1.0	521,888	529,000	1.4	1,503,062	1,520,000	1.1	29,000
California.....	14,095,912	14,274,000	1.3	3,869,091	4,010,000	3.6	17,965,003	18,284,000	1.8	715,000
Colorado.....	2,007,519	2,078,000	3.5	746,788	773,000	3.5	2,754,307	2,851,000	3.5	113,000
Connecticut.....	2,207,317	2,263,000	2.5	158,184	159,000	0.5	2,365,501	2,422,000	2.4	77,000
Delaware.....	366,024	379,000	3.5	93,372	99,000	6.0	459,396	478,000	4.0	10,000
Dist. of Col.....	212,545	214,000	0.7	18,707	19,000	1.6	231,252	233,000	0.8	5,000
Florida.....	7,552,367	7,886,000	4.4	1,841,808	1,975,000	7.2	9,394,175	9,861,000	5.0	244,000
Georgia.....	2,890,291	2,979,000	3.1	1,570,108	1,627,000	3.6	4,460,399	4,606,000	3.3	113,000
Hawaii.....	555,299	578,000	4.1	82,723	84,000	1.5	638,022	662,000	3.8	18,000
Idaho.....	546,519	562,000	2.8	393,587	409,000	3.9	940,106	971,000	3.3	49,000
Illinois.....	6,069,551	6,211,000	2.3	1,528,687	1,558,000	1.9	7,598,238	7,769,000	2.2	219,000
Indiana.....	2,933,754	3,014,000	2.7	1,016,564	1,032,000	1.5	3,950,318	4,046,000	2.4	135,000
Iowa.....	1,743,951	1,743,000	-0.1	699,085	705,000	0.8	2,443,036	2,448,000	0.2	255,000
Kansas.....	1,456,286	1,476,000	1.4	665,507	681,000	2.3	2,121,793	2,157,000	1.7	101,000
Kentucky.....	1,772,287	1,769,000	-0.2	817,767	822,000	0.5	2,590,054	2,591,000	0.0	50,000
Louisiana.....	2,048,123	2,074,000	1.3	910,044	941,000	3.4	2,958,167	3,015,000	1.9	58,000
Maine.....	584,018	604,000	3.4	215,736	222,000	2.9	799,754	826,000	3.3	48,000
Maryland.....	2,668,985	2,769,000	3.7	524,386	553,000	5.5	3,193,371	3,322,000	4.0	70,000
Massachusetts.....	3,321,357	3,332,000	0.3	466,839	470,000	0.7	3,788,196	3,802,000	0.4	102,000
Michigan.....	5,071,361	5,279,000	4.1	1,297,156	1,382,000	6.5	6,368,517	6,661,000	4.6	235,000
Minnesota.....	2,276,192	2,274,000	-0.1	691,458	696,000	0.7	2,967,650	2,970,000	0.1	166,000
Mississippi.....	1,060,940	1,047,000	-1.3	382,895	396,000	3.5	1,443,635	1,443,000	0.0	25,000
Missouri.....	2,595,214	2,626,000	1.2	925,950	949,000	2.5	3,521,164	3,575,000	1.5	85,000
Montana.....	405,716	396,000	-2.4	279,146	281,000	0.7	684,862	677,000	-1.1	29,000
Nebraska.....	829,583	833,000	0.4	427,914	430,000	0.5	1,257,497	1,263,000	0.4	45,000
Nevada.....	534,912	540,000	1.0	209,770	215,000	2.5	744,682	755,000	1.4	20,000
New Hampshire.....	742,456	773,000	4.1	127,608	132,000	3.4	870,064	905,000	4.0	58,000
New Jersey.....	4,402,243	4,412,000	0.2	494,160	495,000	0.2	4,896,403	4,907,000	0.2	127,000
New Mexico.....	771,476	760,000	-1.5	448,168	457,000	2.0	1,219,644	1,217,000	-0.2	47,000
New York.....	7,563,584	7,774,000	2.8	1,080,866	1,158,000	7.1	8,644,450	8,932,000	3.3	217,000
North Carolina.....	3,183,688	3,190,000	0.2	1,185,117	1,227,000	3.5	4,368,805	4,417,000	1.1	68,000
North Dakota.....	414,510	434,000	4.7	276,768	278,000	0.4	691,278	712,000	3.0	31,000
Ohio.....	6,524,410	6,621,000	1.5	1,369,367	1,396,000	1.9	7,893,777	8,017,000	1.6	271,000
Oklahoma.....	1,758,481	1,744,000	-0.8	1,022,430	1,025,000	0.3	2,780,911	2,769,000	-0.4	105,000
Oregon.....	1,554,913	1,599,000	2.8	627,612	629,000	0.2	2,182,525	2,228,000	2.1	83,000
Pennsylvania.....	5,805,361	5,867,000	1.1	1,275,910	1,293,000	1.3	7,081,271	7,160,000	1.1	226,000
Rhode Island.....	538,307	554,000	2.9	84,068	88,000	4.7	622,375	642,000	3.2	25,000
South Carolina.....	1,626,800	1,644,000	1.1	501,546	506,000	0.9	2,128,346	2,150,000	1.0	38,000
South Dakota.....	405,626	411,000	1.3	237,511	240,000	1.0	643,137	651,000	1.2	38,000
Tennessee.....	2,822,315	2,864,000	1.5	746,346	748,000	0.2	3,568,661	3,612,000	1.2	103,000
Texas.....	8,417,227	8,681,000	3.1	3,754,466	3,961,000	5.5	12,171,693	12,642,000	3.9	307,000
Utah.....	748,483	759,000	1.4	341,932	344,000	0.6	1,090,415	1,103,000	1.2	57,000
Vermont.....	287,838	293,000	1.8	89,424	94,000	5.1	377,262	387,000	2.6	22,000
Virginia.....	3,450,039	3,571,000	3.5	597,016	627,000	5.0	4,047,055	4,198,000	3.7	82,000
Washington.....	2,420,225	2,517,000	4.0	1,010,127	1,059,000	4.8	3,430,352	3,576,000	4.2	142,000
West Virginia.....	966,099	1,022,000	5.8	411,713	429,000	4.2	1,377,812	1,451,000	5.3	35,000
Wisconsin.....	2,386,500	2,382,000	-0.2	707,956	739,000	4.4	3,094,456	3,121,000	0.9	194,000
Wyoming.....	290,972	291,000	0.0	203,307	205,000	0.8	494,279	496,000	0.3	22,000
TOTAL.....	127,866,900	130,364,000	2.0	38,630,770	39,873,000	3.2	166,497,670	170,237,000	2.2	5,472,000

Source: Federal Highway Administration, Table SS84-3, published October 1985.

Estimated Licensed Drivers, By Sex and States, 1984 and 1985

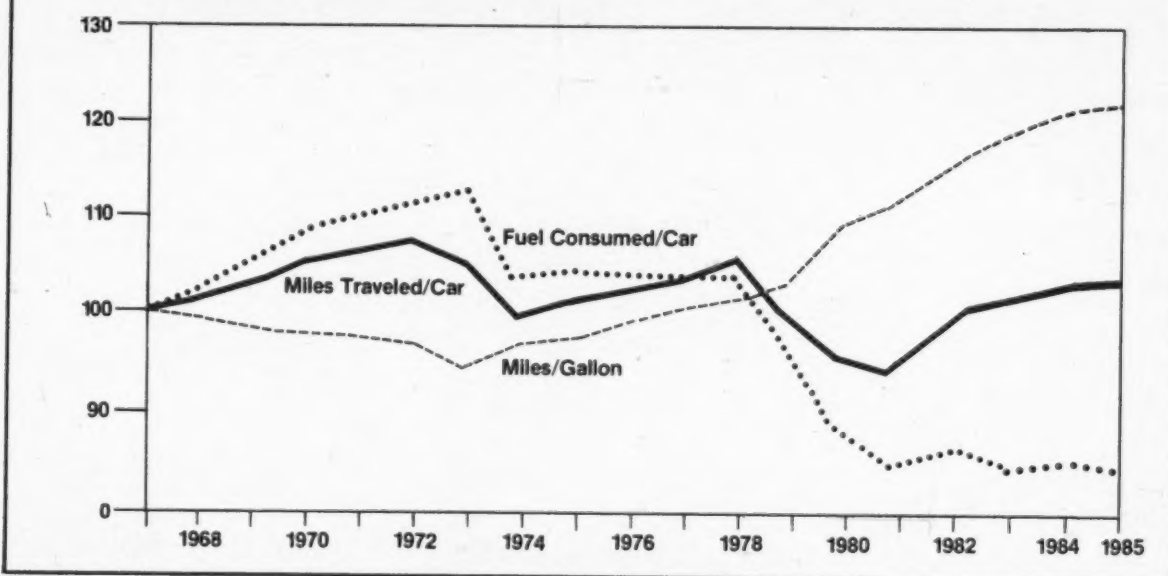
(Add 000)

State	1984 (Actual)				1985 (Estimated)		
	Male	Female	Total	% Male Drivers	Male	Female	Total
Alabama	1,285	1,187	2,473	51.98	1,324	1,223	2,547
Alaska	173	132	305	58.60	177	136	313
Arizona	1,221	1,035	2,257	54.12	1,263	1,071	2,334
Arkansas	803	812	1,674	51.52	877	825	1,702
California	8,942	8,005	16,947	52.77	9,091	8,144	17,235
Colorado	1,187	1,082	2,269	52.32	1,206	1,099	2,305
Connecticut	1,207	1,130	2,337	51.65	1,243	1,184	2,407
Delaware	225	216	440	51.03	227	217	444
Dist. of Col.	205	169	374	54.88	207	170	377
Florida	4,222	3,964	8,186	51.57	4,283	4,026	8,309
Georgia	2,005	1,897	3,901	51.39	2,065	1,953	4,018
Hawaii	321	262	583	55.08	326	265	591
Idaho	349	321	669	52.09	356	327	683
Illinois	3,354	3,332	6,685	50.16	3,375	3,357	6,732
Indiana	1,823	1,752	3,574	51.00	1,843	1,770	3,613
Iowa	951	976	1,927	49.34	954	979	1,933
Kansas	854	837	1,692	50.50	860	842	1,702
Kentucky	1,183	1,066	2,249	52.61	1,204	1,085	2,289
Louisiana	1,511	1,319	2,830	53.39	1,542	1,347	2,889
Maine	402	388	791	50.88	410	395	805
Maryland	1,478	1,383	2,861	51.66	1,511	1,413	2,924
Massachusetts	1,986	1,846	3,832	51.83	2,020	1,877	3,897
Michigan	3,337	3,055	6,392	52.20	3,363	3,080	6,443
Minnesota	1,247	1,150	2,397	52.02	1,257	1,159	2,416
Mississippi	952	834	1,786	53.29	961	843	1,804
Missouri	1,721	1,634	3,354	51.29	1,736	1,648	3,384
Montana	260	214	474	54.82	259	213	472
Nebraska	569	539	1,108	51.34	575	545	1,120
Nevada	365	316	681	53.54	369	321	690
New Hampshire	369	346	716	51.60	379	355	734
New Jersey	2,992	2,688	5,680	52.68	3,073	2,760	5,833
New Mexico	421	389	810	52.00	438	404	842
New York	5,274	4,442	9,716	54.28	5,342	4,500	9,842
North Carolina	2,073	1,976	4,049	51.20	2,108	2,010	4,118
North Dakota	225	209	434	51.86	227	210	437
Ohio	3,820	3,569	7,389	51.70	3,784	3,539	7,323
Oklahoma	1,117	1,008	2,206	50.66	1,139	1,109	2,248
Oregon	1,094	985	2,079	52.61	1,105	995	2,100
Pennsylvania	3,966	3,504	7,470	53.09	4,203	3,715	7,918
Rhode Island	312	299	611	51.06	315	301	616
South Carolina	1,076	1,024	2,100	51.24	1,101	1,047	2,148
South Dakota	251	236	487	51.57	253	237	490
Tennessee	1,521	1,457	2,978	51.09	1,546	1,480	3,026
Texas	5,729	5,126	10,856	52.78	5,900	5,282	11,182
Utah	471	458	929	50.67	474	462	936
Vermont	195	176	371	52.54	199	179	378
Virginia	1,900	1,874	3,773	50.34	1,932	1,905	3,837
Washington	1,557	1,416	2,973	52.39	1,598	1,452	3,050
West Virginia	619	590	1,208	51.20	628	598	1,226
Wisconsin	1,637	1,510	3,148	52.02	1,663	1,534	3,197
Wyoming	195	165	360	54.20	198	167	365
Total	81,012	74,379	155,391	52.13	82,489	75,735	158,224
Percent Change From Prior Year ..	0.3	1.3	0.8	—	1.8	1.8	1.8

Source: Federal Highway Administration, Table SS84-85, published October 1985.

Passenger Car Efficiency Index

(Index: 1967 = 100)



Source: Energy Information Administration, Monthly Energy Review, for 1967 through 1984; NPN estimates and projections for 1985.

Passenger Car Energy Indicators—1967-1985

(1967 = 100)

Year	Passenger Cars Only						Passenger Cars (a)		
	Avg. Fuel Used per Car		Avg. Miles Traveled per Car		Avg. Miles per gal. of Fuel		Number Registered (000)	Gasoline Consumed (000,000 gal.)	Miles Traveled (000,000)
	Gal.	Index	Miles	Index	Miles	Index			
1985 (b)	580	—	9,900	—	17.00	—	135,836	74,500	1,300,000
1984	579	84.6	9,809	102.9	16.94	121.6	133,347	74,282	1,266,265
1983	578	84.5	9,654	101.3	16.70	119.9	131,723	73,156	1,229,697
1982	587	85.8	9,533	100.0	16.25	116.7	129,500	72,848	1,191,623
1981	579	84.6	9,002	94.4	15.54	111.6	129,123	71,718	1,124,843
1980	603	88.2	9,135	95.8	15.15	108.8	127,448	73,375	1,129,887
1979	664	97.1	9,485	99.5	14.29	102.6	125,750	80,233	1,162,528
1978	715	104.5	10,046	105.4	14.06	100.9	121,717	83,775	1,194,287
1977	706	103.2	9,839	103.2	13.94	100.1	118,711	80,677	1,141,166
1976	711	103.9	9,763	102.4	13.72	98.5	115,170	78,847	1,098,147
1975	712	104.1	9,634	101.1	13.53	97.1	111,679	76,457	1,050,472
1974	704	102.9	9,448	99.1	13.43	96.4	109,823	74,217	1,013,068
1973	763	111.5	9,992	104.8	13.10	94.0	106,119	78,011	1,036,455
1972	755	110.4	10,184	106.9	13.49	96.8	100,658	73,463	1,003,498
1971	746	109.1	10,121	106.2	13.57	97.4	96,144	69,514	954,155
1970	735	107.5	9,978	104.7	13.57	97.4	92,095	65,784	900,992
1967	684	100.0	9,531	100.0	13.93	100.0	82,367	55,110	774,203

(a) These totals include motorcycles.

(b) Estimates by NPN based on Federal Highway Administration preliminary data.

Source: Energy Information Administration Monthly Energy Review; Federal Highway Administration, Table SS84-15 (VM-1)

Mileage and Consumption Data—1984

	Passenger Vehicles						
	Passenger Cars	Motorcycles	All Personal Passenger Vehicles	Buses	All Passenger Vehicles	Trucks and Combinations	All Motor Vehicles
Fuel consumed (million gal.)	74,042	240	74,282	1,141	75,422	43,314	118,736
Average per vehicle (gal.)	579	44	557	1,954	563	1,138	689
Average miles per gal.	16.94	50.00	17.05	5.90	16.88	10.25	14.46
Vehicles registered (thousands)	127,867	5,480	133,347	583,671	133,930	38,047	171,977
Average miles traveled	9,089	2,190	9,496	11,529	9,505	11,664	9,969
Average miles traveled (millions):							
Main rural roads	—	—	299,570	1,567	301,137	128,076	429,213
Local rural roads	—	—	193,096	1,868	194,964	94,672	289,636
Urban streets	—	—	773,599	3,294	776,893	221,026	997,919
Total travel in 1984	1,254,265	12,000	1,266,265	6,729	1,272,994	443,774	1,716,768
Total travel in 1983	1,217,697	12,000	1,229,697	6,724	1,236,421	421,126	1,657,547

Source: Federal Highway Administration, Table SS84-15 (VM-1), October 1985.

1984 Relationships by Population and Drivers

State	Resident Population (1,000)	Licensed Drivers per 1,000 Resident Population	Registered Motor Vehicles per 1,000 Resident Population	Gal. of Fuel per Vehicle	Miles per Gal.	Annual Miles per Vehicle	Vehicle Miles per Licensed Driver
Alabama	3,990	620	803	684	15.05	10,293	13,329
Alaska	500	610	735	752	12.99	9,763	9,322
Arizona	3,053	739	691	798	12.24	9,765	9,133
Arkansas	2,349	713	640	933	11.85	11,058	9,926
California	25,623	661	701	699	15.64	10,939	11,597
Colorado	3,178	714	867	581	15.36	8,927	10,835
Connecticut	3,154	741	750	607	14.67	8,909	9,019
Delaware	613	718	749	779	14.37	11,184	11,669
Dist. of Col.	623	601	371	838	16.58	13,898	8,589
Florida	10,976	746	856	611	14.89	9,098	10,441
Georgia	5,837	668	764	816	13.87	11,318	12,940
Hawaii	1,039	562	614	525	19.42	10,195	11,149
Idaho	1,001	668	939	540	15.31	8,262	11,609
Illinois	11,511	581	660	650	14.15	9,200	10,457
Indiana	5,498	650	719	789	13.18	10,397	11,491
Iowa	2,910	662	840	652	12.88	8,389	10,636
Kansas	2,438	694	870	671	13.15	8,821	11,064
Kentucky	3,723	604	696	783	13.78	10,791	12,427
Louisiana	4,462	634	663	832	12.84	10,678	11,160
Maine	1,156	684	692	767	15.23	11,684	11,819
Maryland	4,349	658	734	674	14.73	9,927	11,081
Massachusetts	5,798	661	653	665	15.30	10,172	10,057
Michigan	9,075	704	702	666	14.96	9,966	9,929
Minnesota	4,162	576	713	732	14.65	10,724	13,276
Mississippi	2,598	688	556	957	13.34	12,774	10,324
Missouri	5,008	670	703	827	13.23	10,943	11,487
Montana	824	575	831	779	13.85	10,784	15,597
Nebraska	1,606	690	783	728	13.07	9,517	10,805
Nevada	911	748	817	748	13.16	9,845	10,762
New Hampshire	977	732	891	536	15.64	8,383	10,191
New Jersey	7,515	756	652	755	14.15	10,683	9,209
New Mexico	1,424	569	856	740	13.78	10,193	15,356
New York	17,735	548	487	612	16.49	10,095	8,982
North Carolina	6,165	657	709	773	14.26	11,028	11,898
North Dakota	686	633	1,008	624	12.46	7,778	12,384
Ohio	10,752	687	734	671	14.13	9,487	10,135
Oklahoma	3,298	669	843	760	14.65	11,140	14,046
Oregon	2,674	777	816	655	14.64	9,595	10,074
Pennsylvania	11,901	628	595	715	14.68	10,492	9,946
Rhode Island	962	635	647	634	13.42	8,515	8,678
South Carolina	3,300	636	645	864	14.13	12,202	12,364
South Dakota	706	689	911	670	14.87	9,952	13,154
Tennessee	4,717	631	757	812	12.61	10,234	12,264
Texas	15,989	679	761	801	14.13	11,316	12,688
Utah	1,652	562	660	742	14.41	10,694	12,553
Vermont	530	700	712	731	15.96	11,670	11,867
Virginia	5,636	669	718	750	14.67	11,002	11,800
Washington	4,349	684	788	633	15.77	9,983	11,519
West Virginia	1,952	619	706	649	14.16	9,196	10,485
Wisconsin	4,766	660	649	719	15.89	11,429	11,235
Wyoming	511	704	967	918	11.30	10,372	14,242
Total	236,158	658	705	713	14.46	10,311	11,042

Source: Federal Highway Administration, Table SS84-18, published October 1985.

Brand Names of Gasoline and Motor Oil

Gasoline	Motor Oil	Gasoline	Motor Oil	Gasoline	Motor Oil
Ada Resources Phillips (r,ur,up, d)	(Phillips 66) M & M Unique HDS HDS + 1 Super HDS 11 Trop Artic	Brennan Petroleum Products Co. Inc. Brenco (r,ur)		Coast Oil Co. Texaco (r,ur,up,d) Arco (r,ur,up,d) Rotten Robbie (r,ur,p,up,d)	Morlube Coast
Advanced Oil Co. Prestige	Kendall	Browning Oil Co. Shell (r,ur,up) Rally (r,ur,up)	Shell Valvoline	Coastal Corp. Derby	
Agway Petroleum Corp. Agway (r,ur,up)	Agway	Burmah-Castrol Inc. Castrol Heavy Duty 30 Castrol Heavy Duty 40 Castrol GTX 5W/30 Castrol GTX 10W/30 Castrol Multi-grade 20W/40 Castrol GTX 10W/40 Castrol GTX 20W/50 Castrol GTX 10W/50		Coen Oil Co. Amoco Mobil Lawsons	
American Petrofina Inc. Fina (r,ur,up)	Fina Shield Fina HD Premium Fina Ultra Supreme Fina Turbo Fina 2001	California Target Enterprises Inc. Fast Save (r,ur,p,up,d) Q Brand (r,ur,p,up,d) Texaco (r,ur,up) Buy-Rite (r,ur,p,d)		Colonial Oil Industries Inc. Eagle (r) Colonial No-Lead (ur) Colonial No-Lead (up) Golden Eagle (usp)	
Amoco Corp. Amoco (r) Amoco Lead Free (ur) Amoco Premium Lead Free (up)	Amoco 100 Amoco 200 Amoco 300 Amoco M-V Amoco LDO Amoco Ultimate	Campbell Oil Co. (Ohio) Sunoco Shell Union 76	Citgo Sunoco Shell	Como Oil Co. Phillips 66	
Anchor Gasoline Corp. Canal (r,ur,p,up,sp,usp)		Cannon Oil Corp. Cannon (r,ur,p,up,sp,usp)	Cannon Regular Cannon HD Cannon 10W-40	Conoco Inc. Conoco (r,ur,up)	Par Tracon Tracon Supreme Super Motor Oil Fleet Motor Oil New Generation H.P. Turbo
Arkansas Valley Petroleum DX (r,p,sp) Phillips 66 (r,p,sp)		Cel Oil Products Corp. Cel (r,ur,p,up,sp,usp) Gas-Up (r,ur,p,up,sp,usp)		Consumers Oil Corp. of Trenton, N.J. Mobil Chevron Texaco	
Ashland Oil Inc. Ashland (r,ur,up) SuperAmerica (r,ur,up,sp,up,d) Payless (r,ur,up,sp,up,d) Hi-Fy (r,ur,up,sp,up,d) Bi-Lo (r,ur,up,sp,up,d) Save More (r,ur,up,sp,up,d) Solo (r,ur,up,sp,up,d) Red Head (r,ur,up,sp,up,d)	SuperAmerica Valvoline	Cenex Cenex (r,ur,p,up,sp,up,d)	Econex Cenex Superlube 518	Cook & Cooley Inc. Texaco (r,ur,up)	
Atlantic Richfield Co. ARCO (r,ur,up)	ARCO ARCO Fleet HD ARCO XHD ARCO Fleet S3 Plus ARCO Supreme ARCO GT ARCO Graphite	Certified Oil Co. Certified (r,ur,p)	Certified Quaker State Valvoline	Crown Central Petroleum Corp. Crown (r) Lead-Free (ur) Lead-Free Xtra (up) Diesel (d)	All Season HD Premium HD Quality Universal ATF
Automatic Comfort Corp. Sunoco (r,ur) Sunoco Ultra (sp,usp) Texaco (r,ur,p,up)	Citgo Texaco Sunoco	Chapman Inc. Texaco (r,ur,p,up,sp,usp)	URSP Havoline	Crystal Flash Petroleum Corp. Crystal (r,ur)	
Bagwell Oil Co., Inc. Union 76	Union 76 Wolf's Head	Charter Marketing Co. Charter (r,ur,up)		Crystal U.S.A. Oil Inc. Crystal (r,ur,p,d)	Saxon
E.M. Bailey Distributing Co. Chevron (r,ur,up,d) Petro (r,ur,sp,d)	Chevron Quaker State	Chevron Corp. Chevron Regular (r) Chevron Unleaded (ur) Chevron Supreme Unleaded (up) Calco Regular (r) Calco Unleaded (ur) Calco Premium Unleaded (up) Gulf Good Gulf (r) Gulf Gulfcrest (ur) Gulf Super Unleaded (up)	Chevron Delo Chevron Custom Gulfride Gulf Super Duty Gulf Lube	Curt's Oil Co., Inc. Curt's (r,ur,up,sp,d)	Curt's HD Curt's Premium Curt's ATF
Beacon Oil Co. Beacon (r,ur,p,up,d) Ultra (r,ur,p,d) Gas-N-Go (r,ur,p,d)	Sequoia Beacon	Cibro Gasoline Corp. Cibro	Cibro Texaco	Curtis Parker Oil Co. Inc. Amoco (r,ur,usp)	AmoLube Amoco 100 Amoco 200 Amoco 300 Amoco LDO Amoco Ultimate
Best Oil Co.	Gulf Mobil Amoco Quaker State	Circle K Corp. Aero K (r,ur,up)		DeBlois Oil Co. Texaco (r,ur,up,usp) Sunoco (r) Sunoco Econo Sunoco Ultra	Texaco Sunoco
		Citgo Petroleum Corp. Citgo Regular (r) Citgo Unleaded (ur) Citgo Unleaded Plus 2 (up) Citgo Super Unleaded (usp)	Citgo Non-detergent Motor Oils Citgo C-300 HD Detergent Motor Oils Citgo All Season Motor Oils Citgo C-500 Motor Oils Citgo C-500 PLUS Motor Oils	Dennis K. Burke Inc. Citgo (r,ur,up)	Citgo Fleetline Shell Chevron Castrol Texaco Amalie Exxon

Gasoline	Motor Oil	Gasoline	Motor Oil	Gasoline	Motor Oil
Derby Refining Co. Derby (r) DerbyStar Kleen (ur) Derby Premium Unleaded with Ethanol (o)		Gulf Industries Inc. Gulf (r,ur,up)		Lake Shore Petrocorp Phillips 66	
	Triumph Super Flex Ultra Life Premium E ²	Highland Petroleum Inc. Gas Pit (r,ur) 7-11 (r,ur)		Phillips MM Phillips Trop Artic Phillips HD II	
Desert Oil Co. Chevron		Angus I. Hines Inc. Shell (r,ur,up,d) Texaco (r,ur,up,d) Sentry (r,ur,up,d) Citgo		Land O' Lakes Inc. Land O' Lakes (r,ur,d)	
Diamond Shamrock Refining & Marketing Co. Diamond Shamrock		Horkay Oil Co. Inc. Shell (r,ur,p,d)		Supreme 212 Golden D	
	Triple Action Equa Flow	Horn Distributing Co. Inc. Gulf		Lokey Oil Co. Diamond Shamrock	
Dickey, Inc. Conoco Texaco		Hughes Oil Co. Mobil Hughes		Diamond Shamrock	
Dixie Oil Co. Dixie (r,ur,up)		Hull Oil Co. Hull (r,ur,p,up,d)		Lyden Oil Co. Amoco (r,ur,usp,d) Citgo (r,ur,up)	
	Dixie Super Dixie	Hunt Oil Co. Parade		Amoco Valvoline Quaker State Kendall Pennzoil Castrol	
DWF, Inc. Sun (r,ur,up,sp,usp)		Independent Stations Co. Atlantic (r,ur,sp,usp)		MAPCO Petroleum Inc. Delta (r,ur,up,d)	
	CDI Pennzoil DX Texaco Quaker State	Jacobus Co. Citgo Union 76		Delta 10W40 Delta Non Detergent 30-Way Delta Heavy Duty	
East Coast Oil Corp. East Coast (r,ur,up,d)		Johnson Products Inc. Citgo (r,ur,up) Sunoco Getty (ur,up) Texaco (r,ur,up) Mobil (r,ur,up) Top Gas (r,ur,up)		Marathon Petroleum Co. MILE-maker Regular (r) MILE-maker Lead-Free (ur) SUPER-M Lead-Free (up)	
Englefield Oil Co. Duke (r,ur,up) Gulf (r,ur,up) Marathon (r,ur,up) Mobil (r,ur,up)		Kelley-Williamson Co. Mobil (r,ur,p,d)		#287 Marathon Hyd. & Flushing Oil Multipower-3 Motor Oil V.E.P. Heavy Duty Motor Oil Endurance Oil ATF Type F All-Season Motor Oil 577 Maraf fluid Super HT Dexron II Ultra-D 5W-40 Motor Oil	
	Duke Gulf Marathon Mobil	Kerr-McGee Refining Corp. KM (r,ur,p,up,sp,usp)		Martin Oil Marketing Ltd. Martin (r,ur,up,d)	
Exxon Co., U.S.A. Exxon (r) Exxon Unleaded (ur) Exxon Extra (up)		Kerr-McGee Refining Corp. ValuLube Blue Max "All Fleet" Heavy Duty Blue Velvet FEO		Martin HD Martin 10-30 Martin 10-40	
	Exxon Plus Exxon Extra Uniflo HDX Plus XD-3 XD-3 Extra	Kickapoo Oil Co. Kickapoo (r,ur,p,up,d)		McDowell Oil Service Inc. Exxon	
Farm & Home Oil Co. Texaco (r,ur,p,up,sp,usp)		Kimber Petroleum Corp. Amoco Citgo Getty Mobil		Merit Oil Corp. Merit (r,ur,up,d)	
	Texaco	Kimbrow Oil Co. Amoco (r,ur,usp)		Merit Economy SAE20 Merit Economy SAE30 Merit 10W30 Merit 10W40	
Farmland Industries, Inc. Co-op Magnum XP (up) Co-op Ruby GHP (dp)		Kingston Oil Supply Corp. Mobil Getty		Merritt Truax Inc. Texaco Arco Pride of Oregon	
	Co-op Double Circle Co-op Premium Dual Season	Kirschner Bros. Oil Co. Chevron Getty		Chevron Texaco Arco Quaker State Kendall	
Fortmeyer's Inc. Pennzoil Citgo		Krause Gentle Oil Corp. Kerr-McGee Conoco Amoco Total Citgo Derby		Mid-Missouri Oil Co. Shell	
	Citgo Pennzoil Kendall Arco	Amolube 30 Amoco MV10W30 Amoco LDO 10W40		Midwest Petroleum Co. Sunoco Shell Fina	
Foster Oil Co. Unocal (r,ur,up,usp) Mobil (r,ur,up,usp)		Land O' Lakes Inc. Land O' Lakes (r,ur,d)		Saf T Lube Sun Shell Pennzoil	
	Motor Lube Union Mobil Pennzoil	Lokey Oil Co. Diamond Shamrock		Lyden Oil Co. Amoco (r,ur,usp,d) Citgo (r,ur,up)	
Franko Oil Co. Franko (r,ur,p,sp)		Lake Shore Petrocorp Phillips 66		Phillips MM Phillips Trop Artic Phillips HD II	
	Palm Quaker State	Land O' Lakes Inc. Land O' Lakes (r,ur,d)		Supreme 212 Golden D	
Gem Petroleum Aero K		Lokey Oil Co. Diamond Shamrock		Lyden Oil Co. Amoco (r,ur,usp,d) Citgo (r,ur,up)	
	Palm Quaker State	Lake Shore Petrocorp Phillips 66		Phillips MM Phillips Trop Artic Phillips HD II	
General Oil Co. Inc. Fina		Lokey Oil Co. Diamond Shamrock		Lyden Oil Co. Amoco (r,ur,usp,d) Citgo (r,ur,up)	
		Lake Shore Petrocorp Phillips 66		Phillips MM Phillips Trop Artic Phillips HD II	
Getty Petroleum Corp. Getty Power Test		Lokey Oil Co. Diamond Shamrock		Lyden Oil Co. Amoco (r,ur,usp,d) Citgo (r,ur,up)	
	Getty Power Test	Lake Shore Petrocorp Phillips 66		Phillips MM Phillips Trop Artic Phillips HD II	
Godwin Oil Co. Texaco Phillips		Lokey Oil Co. Diamond Shamrock		Lyden Oil Co. Amoco (r,ur,usp,d) Citgo (r,ur,up)	
		Lake Shore Petrocorp Phillips 66		Phillips MM Phillips Trop Artic Phillips HD II	
Gresham Petroleum Co. Amoco (r,ur,up,d)		Lokey Oil Co. Diamond Shamrock		Lyden Oil Co. Amoco (r,ur,usp,d) Citgo (r,ur,up)	
	Amoco	Lake Shore Petrocorp Phillips 66		Phillips MM Phillips Trop Artic Phillips HD II	

KEY:

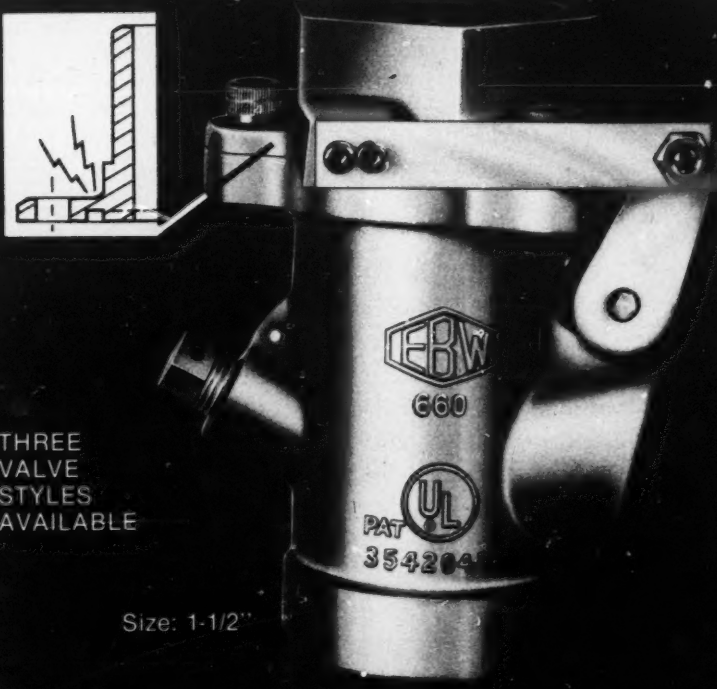
Gasoline
(r) Regular
(ur) Unleaded regular
(p) Premium
(up) Unleaded premium
(sp) Super Premium
(usp) Unleaded super premium
(o) Other
(d) Diesel

Gasoline	Motor Oil	Gasoline	Motor Oil	Gasoline	Motor Oil
Milder Oil Co. Inc. Texaco	Mildereene Cato Texaco	Peavey Oil Co. Texaco (r,ur,up,d)	Texaco Chevron Pennzoil Valvoline	Self Service Oil Co. U Pump (r,ur,up,d) Sprint (r,ur,up,d)	Pennzoil Quaker State Citgo
Miller Enterprises Inc. (Handy Way Food Stores) Union 76 (r,ur,p,d)	Union 76 Quaker State	Pennzoil Products Co. Pennzoil Fleetwing	Pennzoil	Shay Oil Co. Inc. Exxon (r,ur,p,up,sp,usp)	Exxon
Miller Oil Co. (Va.) Amoco Exxon Phillips 66 Mobil		Pester Corp. Derby	Derby	Shelby Petroleum Corp. Peer (r,ur,p,up) Sail (r,ur,p,up)	Bonus Regular Sail Premium Peer Premium Peer HD Peer Multi-Grade
Missouri Terminal Oil Co. Fina (r,ur,p,up)		Petroleum Marketers Inc. Shell (r,ur,up) Exxon (r,ur,up) Citgo (r,ur,up)	Citgo Exxon Shell	Shell Oil Company SU-2000 (usp) RU-2000 (ur) Shell Regular (r)	Shell Motor Oil Shell X-100 Shell Fire & Ice
Mobil Oil Corp. Mobil Regular (r) Mobil Unleaded (ur) Mobil Super Unleaded (up)	Mobil Regular Mobil Heavy Duty Mobil Super 10W-30 Mobil Super 10W-40 Mobil Super 20W-50 Mobil Super 5W-30 Mobil 1 15W-50 Mobil 1 5W-30	Phillips Petroleum Co. Phillips 66 (r,ur,up,usp)	Unique MM Motor Oil Super HD II Trop-Artic	Shotmeyer Bros. Petroleum Corp. Mobil	Mobil
E. L. Morgan Co. Chevron	Morgane	Pilot Oil Corp. Pilot (r,ur,up,d)	Pilot Economy Motor Oil Pilot Premium Motor Oil	Shotmeyer Oil Corp. U-Save Mogas	
MPD Petroleum Inc. Union (r,ur,p,up,sp,usp)	Pennzoil Kendall National	Pride of Texas Distributing Co. Inc. Texaco Diamond Shamrock		The SICO Co. Amoco (r,ur) Atlantic (r,ur) Texaco (r,ur)	Citgo Texaco Valvoline Amoco Quaker State
Murphy Oil USA Inc. Spur (r,ur,up,d)		Pride Oil Co. Inc. (Tenn.) Pride	Kendall	Simon Oil Co. Inc. Sunoco (r,ur,up) Mobil (r,ur,up)	
Musket Corp. Love's (r,ur,usp,d)	Double Eagle Recond. 30W Sup-R-Lub 30W Sup-R-Lub 20W Pennzoil 20W Pennzoil 30W Quaker State Red 30W	Private Brand Services Inc. P.B.S. (r,ur)	Pennzoil	Smith-Shafer Oil Co. SS (r,ur,up)	SS Quaker State
National Convenience Stores Stop-N-Go Turbo-Go (usp)		Quaker State Oil Refining Corp. Quaker State (r,ur)	Quaker State Regular Motor Oil Quaker State HD Motor Oil Quaker State HDX Universal Fleet Motor Oil Quaker State Super Blend Motor Oil Quaker State DeLuxe Motor Oil Quaker State QSX Performance Motor Oil Quaker State QSX Turbo Motor Oil Quaker State Sterling Motor Oil	SMO Inc. Texaco BP	Venellus Havoline
National Oil Co. Natco (r) Natco Plus (ur) Natco Super (p)	Natco 30 Natco 10W-30 Natco 10W-40	QuikTrip Corp. QuikTrip (r,ur,up,d)	Redline	Somerset Refinery Inc. Somerset (r,ur,p)	G.R. (Gurley Products) Havoline Valvoline Pennzoil Quaker State
National Oil & Gas Inc. Phillips 66 (r,ur,p,up,sp,usp) Marathon (r,ur,p,up,sp,usp) Mobil	Phillips 66 Marathon Kendall Mobil	Racetrac Petroleum Inc. Racetrac (r,ur,up,sp,o)	Quaker State	Southern Oil Co. Inc. Phillips 66	Phillips 66 Quaker State Pennzoil
Newell Oil Co. Inc. Gulf	Gulf	Remote Services Inc./Conna Corp. Convenient (r,ur,up)		Southern States Co-op Southern States	Unico
Noco Energy Corp. Noco (r,ur,up,d)	Exxon Gulf Mobil	River Oil Co. Phillips 66	Phillips 66	Spartan Petroleum Co. Inc. Chevron (r,ur,sp)	Chevron Zeroline
Northville Industries Corp. Northville (r,ur,usp)	Northville	Robinson Oil Co. Inc. Rotten Robbie (r,ur,up)		The Spencer Companies Inc. Amoco (r,ur,usp) Citgo (r,ur,usp)	Amoco Citgo
Olympian Oil Co. Olympic	Kendall Chevron Olympian Castrol	Sahara Oil Co. Inc. Texaco		M. Spiegel & Sons Oil Corp. Gulf SOS	
Parker Oil Co. Inc. Union 76 Exxon Citgo Petrol	Union 76 Exxon Citgo Texaco	Santee Oil Co. Inc. Shell (r,ur,up)	Shell Fire & Ice Shell Rotella T Shell Rotella X-100	The Standard Oil Company (Ohio) Octron (r) Cetron (ur) Super Cetron (up) Good Gulf (r) Gulf Crest (ur) Gulf Super (up)	HQD Gulf Pride Single Premex Gulf Pride Lube Boron QVO Gulf Pride Super Premium Nitrex
		Save-X USA Inc. Save-X (r,ur,up) Serv-N-Save (r,ur,up)		Stewart Petroleum Co. Stewart (r,ur,p,up,sp,usp)	Kampcam II Pennzoil
		Sears Oil Co. Inc. (N.Y.) Sears	Tri Pure Sears Premium Sears Supreme		

Gasoline	Motor Oil	Gasoline	Motor Oil	Gasoline	Motor Oil
Sun Refining & Marketing Co. Sunoco DX Plus (up) Super Sunoco Ultra (usp) Economy (d) Taylor Oil Co. ETNA (r,ur,up) TCR Inc. TCR (r,ur,up) Tenneco Oil Co. Tenneco (r,ur,up) Direct (r,ur,up) Trust (r,ur,up) Red Diamond (r,ur,up)		Unocal Corp. 76 (r,ur,p,usp,d) Wake Up Oil Co. Wake Up (r,ur,usp) Western Marketing Inc. Conoco (r,ur,up,d) Wickland Oil Co. Regal (r,ur,p,up)		A.T. Williams Oil Co. Wilco (r,ur,up) J.H. Williams Oil Co. Inc. Union 76 (r,ur,up) York Oil Co. Inc. Citgo (r,ur,up) Zephyr Inc. Zephyr (r,ur,up)	
	Diamond Sun Lube Dynalube Special MPG Plus		Unocal Heavy Duty Unocal Premium Unocal Guardol Unocal Super 10W-30 Unocal Super 10W-40 Unocal 20W-50 High Performance		Wilco Union Custom Union HD Union Guardol Union Premium Union Super Union HP-20W50
	TCR Non-Detergent TCR High Detergent TCR 10W-40		Conoco Shell		Conoco Texaco Mobil Pennzoil Shell
	Shurilube Tenneco Four Seasons Tenneco Extra Heavy Duty Tenneco Special Detergent Tenneco Super H.D. Diesel Motor Oil				
	Havoline Premium Havoline Supreme Havoline High Performance				
	Texaco Regular (r) Texaco Super (sp) Texaco Super Regular w/Ethanol (o) Texaco Unleaded (ur) Texaco Premium Unleaded w/Ethanol (up) Texaco Super Unleaded (usp) Texaco Super Unleaded w/Ethanol (o)				
	Texaco Chevron Gulf				
	Amoco (r,ur,up) LDO Ultimate				
	Amoco (r,ur,usp) Texaco (r,ur,usp) Gulf Exxon Shell Private				
	Shell (r,ur,sp,usp,d) Tooley's (r,ur,sp,usp,d)				
	Total Duralube Total Super HD Total Superlube Total 500				
	Mobil (r,ur,up,d) Shell (r,ur,up) Transit (r,ur,up,d)				
	Texaco (r,ur,up)- Self Way (r,ur,up)				
	Amoco (r,ur,usp,d)				
	Phillips 66 (r,ur,up,d) Sav-A-Ton (r) Happy Stores (ur,up,d)				
	Ultramar (r,ur) Mobil (r,ur)				

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Capital Spending in the Oil Industry: A 20-Year Overview at Home and Abroad

(Millions of Dollars)

	1984		1983		1982		1981		1980	
	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign
Marketing	\$ 1,900	\$ 3,275	\$ 1,375	\$ 3,330	\$ 1,400	\$ 3,700	\$ 1,425	\$ 3,775*	\$ 1,300	\$ 3,750
Refining (a).....	4,200	15,700	5,100	17,075	7,550*	19,525*	7,250	18,325	5,650	16,125
Transportation	975	5,925	1,000	7,725	1,300	7,650	1,725	10,300	2,150	7,725
Production	38,050	34,650	37,275	36,575	52,275*	43,400*	51,700	41,675	33,100	33,775
Other	725	1,375	850	1,500	1,025	1,600	900	1,525	700	1,250
Total	45,850	60,925	45,600	66,175	63,550*	76,875*	63,600	75,600	42,900	62,625

	1979		1978		1977		1976		1975	
	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign
Marketing	975	2,775	950	2,290	775	1,895	625	1,555	650	1,550
Refining (a).....	4,625	14,385	4,050	13,275	3,770	10,965	3,775	7,635	3,600	8,270
Transportation	1,450	6,575	1,350	7,380	2,300	8,060	3,900*	12,350*	3,725	11,510
Production	24,600	24,465	17,650	20,055	15,180	17,280	13,460	12,315	9,380	9,875
Other	550	1,225	475	980	445	980	325	785	370	735
Total	32,200	49,425	24,475	43,900	22,400	39,180	22,085	34,640	17,725	31,900

	1974		1973		1972		1971		1970	
	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign
Marketing	650	1,565	850	1,630	1,100	1,725	1,350	2,030	1,450*	1,770
Refinery (a).....	2,600	7,115	1,475	4,565	1,350	4,995	1,550	4,740	1,625	3,900
Transportation	1,660	9,760	550	7,230	425	4,580	675	3,435	550	2,915
Production	11,450	8,085	7,440	5,485	5,915	4,190	3,385	3,830	4,335	2,895
Other	325	550	325	445	260	450	290	515	265	420
Total	16,625	27,075	10,640	19,355	9,050	15,900	7,250	14,550	8,225	11,900

	1969		1968		1967		1966		1965	
	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign
Marketing	1,250	1,555	1,150	1,515	1,250	1,455	1,100	1,310	1,000	1,430
Refinery (a).....	1,525	2,995	1,450	2,980	1,600	2,550	1,575	2,435	1,125	1,665
Transportation	400	2,600	475	2,280	400	1,740	300	1,755	265	1,510
Production	4,750	2,790	4,925	2,535	4,025	1,975	3,770	1,870	3,760	2,025
Other	250	260	350	240	375	205	380	180	225	170
Total	8,175	10,200	8,350	9,550	7,650	7,925	7,125	7,550	6,375	6,800

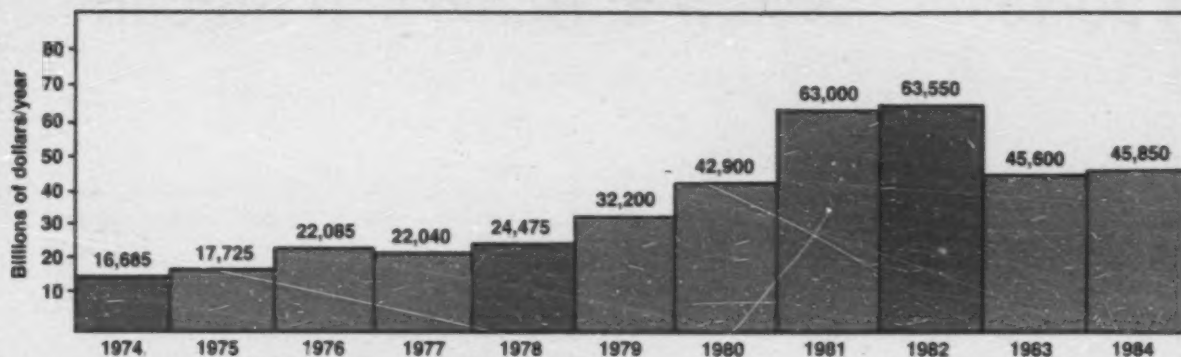
(a) Includes chemicals and petrochemicals.

*Peak years are indicated with asterisks.

Source: Chase Manhattan Bank, Capital Investments in The World Petroleum Industry.

Capital Spending by U.S. Oil Companies

(millions of dollars)



Spending by Divisions and Percentages

Marketing

4.1% (\$1,900)	1984
3.0% (\$1,375)	1983
2.2% (\$1,400)	1982
2.3% (\$1,425)	1981

Refining

9.2% (\$4,200)	1984
11.2% (\$5,100)	1983
11.9% (\$7,500)	1982
11.5% (\$7,250)	1981

Production

63.0% (\$38,250)	1984
61.7% (\$37,275)	1983
62.3% (\$52,275)	1982
62.1% (\$51,700)	1981

Transportation

2.1% (\$975)	1984
2.2% (\$1,000)	1983
2.0% (\$1,300)	1982
2.7% (\$1,725)	1981

Miscellaneous

1.6% (\$725)	1984
1.9% (\$850)	1983
1.6% (\$1,025)	1982
1.4% (\$900)	1981

How Oil Companies Handle

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED†	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer- operated	Salary- operated
Acme Retail, Inc.	45(A)	2	38	0	7	—
Adams Resources & Energy, Inc.	145	1	87	58	10	4
Advanced Oil Co.	30	2	30	0	3	20
Agway Inc.	170	9	8	—	3	5
American Petrolina, Inc.	4,249(B)	24	0	3,399	0	0
Amoco Oil Co.	15,077(C)	36	4,909	10,168	4,716	193
Anchor Gasoline Corp.	100	1	—	—	—	—
Arkansas Valley Petroleum	31	1	5	—	4	1
Armour Oil Co.	30	4	30	0	0	3
The Arnold Companies	96	6	2	3	5	—
Ashland Oil, Inc.	1,914	15	470	519	499	490
Atlantic Richfield Co.	1,748(D)	6	1,263	485	—	—
Atlas Oil Co. of Utica	—	—	—	—	—	—
A.T. Williams Oil Co.	74	2	—	—	0	74
Automatic Comfort Corp.	35	1	35	0	11	23
Aztec Energy Co.	30	1	30	0	0	30
Bagwell Oil Co., Inc.	20	2	—	6	3	—
Beacon Oil Co.	275	3	150	175	200	75
Best Oil Co.	17	1	13	4	0	15
Brennan Petroleum Products Co., Inc.	2	1	—	0	0	2
Browning Oil Co.	30	1	24	0	—	—
California Target Enterprises, Inc.	150	1	75	75	0	150
Campbell Oil Co. (Ohio)	71(E)	1	55	—	55	—
Campbell Oil Co. (N.Y.)	98	2	98	0	56	22
Cannon Oil Corp.	20	3	20	0	0	20
Cel Oil Products Corp.	8	1	8	2	2	8
Cenex	1,087	11	000	0	0	0
Center Independent Oil Co.	50	1	35	—	22	13
Certified Oil Co.	166	3	166	0	56	110
Chapman, Inc.	36	1	36	0	21	15
Charter Marketing Co.	406	9	406	0	85	341
Chevron Corp.	18,645	43	8,834	9,544	15,772	606
Cibro Gasoline Corp.	100	2	10	90	100	0
Circle K Corp.	45	5	—	—	—	—
Citgo Petroleum Corp.	6,370	39	2,777	3,593	43	14
Coen Oil Co.	250	3	250	0	248	0
Colonial Oil Industries, Inc.	63(F)	3	62	—	0	7
Como Oil Co.	28	2	28	0	10	0
Conoco Inc.	6,270(G)	38	2,340	3,936	5,788	509
Consumers Gasoline Stations, Inc.	29	3	29	0	0	29
Consumers Oil Corp. of Trenton, N.J.	24	2	—	—	6	6
Crown Central Petroleum Corp.	247	7	247	0	103	144
Crystal Flash Petroleum Corp.	17	1	17	0	0	17
C.S.C. Oil Co.	21	2	15	—	—	15
Curt's Oil Co., Inc.	8	1	—	—	—	8
Curtis Parker Oil Co. Inc.	32	1	18	—	18	—
DeBlois Oil Co.	32(H)	2	32	0	0	32
Derby Refining Co.	469	12	123	346	—	—
Diamond Shamrock Refining & Marketing Co.	2,034(Z)	12	489	1,565	284	1,450
Dickey Inc.	7	1	4	3	3	4
Dixie Oil Co.	105	3	—	—	—	—
East Coast Oil Corp.	33	1	33	0	0	33
E.M. Bailey Dist. Co.	44	3	23	21	40	2
Engelhard Oil Co.	245	2	245	0	195	50
Exxon Co., U.S.A.	17,427	36	5,547	11,702	3,742	580
Farm & Home Oil Co.	28	1	28	0	22	0
Farmland Industries, Inc.	782	17	782	0	—	—
Fortmeyer's Inc.	2	1	2	0	—	—
Foster Oil Co.	37	1	7	—	7	—
Franko Oil Co.	90	2	—	—	—	—
Gas City Ltd.	42	2	42	0	0	42
Gem Petroleum, Inc.	342	2	—	—	—	—

†Includes District of Columbia

(A) Includes Pacemaker Corp.

(B) Includes Finaserve, Inc.

(C) Includes Omega Oil Company (83 outlets). In May, 1986, Amoco announced it was discontinuing dealer and jobber marketing operations in Mass., R.I., La., and Texas, by Dec. 1, 1986, and Conn. (except Fairfield and New Haven Counties) by May 31, 1987. The withdrawal affects 924 branded outlets and 75 Amoco jobbers.

Product Distribution

					BRANDED JOBBERS/COMMISSIONED AGENTS		
					Number selling ...		
Commission-operated	Full-service only	Self-service only	Self-service/Full-service	Total	Gasoline only	Fuel Oil only	Gasoline/Fuel Oil
0	8	4	2	16	0	0	18
7	0	0	30	0	0	0	0
—	—	8	—	61	3	0	58
0	340	2,039	1,020	512	0	0	512
0	(A)	(A)	(A)	1,699	—	—	—
—	—	—	—	—	—	—	—
—	0	2	3	0	0	0	0
0	0	30	0	0	0	0	0
—	2	0	3	1	0	0	1
—	389	450	150	181	10	0	171
—	—	—	—	44	44	0	0
—	—	—	—	0	0	0	0
0	0	74	0	—	—	—	—
1	11	24	0	1	1	0	0
0	0	29	1	—	—	—	—
2	3	—	2	—	—	—	—
0	0	200	75	60	60	0	0
2	2	15	0	2	2	—	—
0	0	2	0	0	0	0	0
—	0	0	24	0	0	0	0
0	0	150	0	0	0	0	0
—	50	0	5	0	0	0	0
20	14	12	72	0	0	0	0
0	0	20	0	0	0	0	0
0	4	4	0	0	0	0	0
0	0	750	150	1,057	0	0	1,057
0	25	10	0	0	0	0	0
0	5	1	160	0	0	0	0
0	4	15	17	0	0	0	0
0	4	402	0	0	0	0	0
0	—	—	—	935	0	107	828
0	50	0	50	22	0	0	22
—	—	—	—	0	0	0	0
0	—	—	—	302	292	4	6
2	90	10	150	0	—	—	—
55	6	3	53	0	0	0	0
18	2	6	20	0	0	0	0
6	2,300	2,771	1,196	707	—	—	—
0	4	23	2	—	—	—	—
12	24	0	0	—	—	—	—
0	0	57	190	0	0	0	0
0	0	14	3	2	0	0	2
—	—	9	6	0	0	0	0
—	0	3	0	0	0	0	0
—	7	6	5	3	3	0	0
0	17	15	0	0	0	0	0
—	—	—	—	86	0	0	86
0	40	1,645	345	152	0	0	0
0	0	1	6	0	0	0	0
—	40	10	65	—	—	—	—
0	2	30	1	0	0	0	0
2	34	2	8	7	—	—	7
0	48	66	131	5	0	0	5
—	—	—	—	—	—	—	—
6	22	0	6	6	6	0	0
—	50%	20%	30%	—	—	—	—
—	2	0	0	—	—	—	—
—	6	—	1	0	0	0	0
—	—	—	—	—	—	—	—
0	0	42	0	0	0	0	0
—	—	342	—	6	0	0	6

(D) Includes Prestige Stations, Inc.

(E) Includes Steiner Oil

(F) Includes Interstate Stations Inc., Colonial Interstate, Inc.

(G) Includes Kayo Oil Co.

BULK PLANTS				TERMINALS				Company
Company-operated				Company-operated				
Total	Salary-operated	Commission-operated	Jobber-operated Bulk Plants	Total	Salary-operated	Commission-operated	Jobber-operated Terminals	
0	0	0	0	0	0	0	0	Acme Retail, Inc.
18	2	2	14	0	0	0	0	Adams Resources & Energy, Inc.
0	0	0	0	0	0	0	0	Advanced Oil Co.
112	112	0	21	11	11	0	0	Agway Inc.
0	0	0	410	9	9	0	1	American Petrofina, Inc.
0	0	0	1,899	83	83	0	0	Amoco Oil Co.
10	0	10	2	2	2	—	—	Anchor Gasoline Corp.
0	0	0	0	0	0	0	0	Arkansas Valley Petroleum
0	0	0	0	0	0	0	0	Armour Oil Co.
0	0	0	1	2	2	0	0	The Arnold Companies
148	15	133	13	42	42	0	0	Ashland Oil, Inc.
0	0	0	—	19	19	0	0	Atlantic Richfield Co.
1	—	—	—	1	1	0	0	Atlas Oil Co. of Ulica
—	—	—	—	—	—	—	—	A.T. Williams Oil Co.
0	0	0	0	2	2	0	0	Automatic Comfort Corp.
1	1	0	0	0	0	0	0	Aztec Energy Co.
2	2	0	—	0	0	0	0	Bagwell Oil Co., Inc.
20	0	0	20	58	0	58	0	Beacon Oil Co.
0	0	0	0	0	0	0	0	Best Oil Co.
0	0	0	0	0	0	0	0	Brennan Petroleum Products Co., Inc.
2	2	0	0	0	0	0	0	Browning Oil Co.
0	0	0	0	0	0	0	0	California Target Enterprises, Inc.
3	3	0	0	0	0	0	0	Campbell Oil Co. (Ohio)
7	7	0	0	1	1	0	0	Campbell Oil Co. (N.Y.)
0	0	0	0	0	0	0	0	Cannon Oil Corp.
1	1	0	—	—	—	—	—	Cel Oil Products Corp.
1,000	1,000	0	1-2	0	0	0	0	Cenex
2	2	0	0	0	0	0	0	Center Independent Oil Co.
10	10	0	0	3	1	—	—	Certified Oil Co.
2	2	0	2	0	0	0	0	Chapman, Inc.
0	0	0	0	0	0	0	0	Charter Marketing Co.
1,151	0	18	1,113	89	89	0	18	Chevron Corp.
0	0	0	0	8	8	0	0	Cibro Gasoline Corp.
0	0	0	0	0	0	0	0	Circle K Corp.
0	0	0	—	29	25	0	—	Citgo Petroleum Corp.
2	2	0	0	0	—	—	—	Coen Oil Co.
1	1	—	95	2	2	0	0	Colonial Oil Industries
4	4	0	0	0	0	0	0	Como Oil Co.
30	9	21	—	55	55	0	—	Conoco Inc.
—	—	—	—	—	—	—	—	Consumers Gasoline Stations Inc.
1	1	0	0	—	—	—	—	Consumers Oil Corp. of Trenton, N.J.
0	0	0	0	11	11	0	0	Crown Central Petroleum Corp.
5	5	2	0	0	0	0	0	Crystal Flash Petroleum Corp.
0	0	0	0	0	0	0	0	C.S.C. Oil Co.
0	0	0	0	0	0	0	0	Curt's Oil Co., Inc.
3	—	2	1	0	0	0	0	Curtis Parker Oil Co. Inc.
2	2	0	0	0	0	0	0	DeBlois Oil Co.
0	0	0	0	0	0	0	0	Derby Refining Co.
—	—	—	—	—	—	—	—	Diamond Shamrock Refining
0	0	0	40	13	13	0	0	& Marketing Co.
3	3	0	0	0	0	0	0	Dickey Inc.
—	—	—	—	—	—	—	—	Dixie Oil Co.
0	0	0	0	0	0	0	0	East Coast Oil Corp.
4	1	3	0	0	0	0	0	E.M. Bailey Dist. Co.
10	9	1	0	0	0	0	0	Engelfield Oil Co.
6	—	1	5	65	65	0	—	Exxon Co., U.S.A.
2	—	—	—	1	—	—	—	Farm & Home Oil Co.
0	0	0	0	2	—	—	—	Farmland Industries, Inc.
—	—	—	—	—	—	—	—	Fortmeyer's Inc.
3	—	—	0	0	0	0	0	Foster Oil Co.
—	—	—	—	—	—	—	—	Franko Oil Co.
1	—	0	0	0	0	0	0	Gas City Ltd.
1	1	0	1	0	0	0	0	Germ Petroleum Inc.

(H) Includes Beacon Oil Co.

(I) Includes Marion Knudson, Inc.

(J) Includes Ft-Lo Oil Co., Inc., Cook Oil Co., Inc., Workingman's Friend Oil, Inc., Fairway Oil, Inc.

(K) Includes Amos Post Co., Paramount Oil Co.

How Oil Companies Handle

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED†	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer- operated	Salary- operated
General Oil Co. Inc.	39	1	—	—	—	—
Getty Petroleum Corp.	1,553	11	—	—	—	—
Global Petroleum	10	1	—	—	—	—
Golden Gate Petroleum Corp.	—	—	—	—	—	—
Gull Industries, Inc.	115(I)	2	115	0	0	12
Harris Enterprises, Inc.	28	2	28	0	22	6
Highway Oil, Inc.	216(J)	24	216	0	0	216
Hughes Oil Co.	60	1	25	5	30	—
Hull Oil Co.	31	2	1	—	0	—
Hunt Oil Co.	175	4	2	173	25	150
Huntley Jiffy, Inc.	330	2	290	40	0	330
Independent Stations Co.	3	1	3	0	0	3
J. H. Williams Oil Co., Inc.	80	1	77	3	77	3
J. & L. Oil Co., Inc.	60	3	57	—	4	—
Johnson Products, Inc.	68	6	47	15	0	62
Kelley-Williamson Co.	45	2	45	0	31	14
Kerr-McGee Refining Corp.	1,879	20	28	1,024	655	397
Kickapoo Oil Co., Inc.	60	1	12	—	—	12
Kimber Petroleum Corp.	150	1	150	0	140	10
Kimbro Oil Co.	41	1	19	—	18	1
Kingson Oil Supply Corp.	60(K)	1	60	0	55	3
Kirschner Bros. Oil Co.	30	2	30	0	0	30
Krause Gentle Oil Corp.	78(L)	1	3	—	3	—
Lake Shore Petrocorp.	32(M)	2	0	32	29	3
Land O'Lakes, Inc.	407	7	387	3	392	—
Lofkey Oil Co.	23	1	23	0	23	0
Lyden Oil Co.	176	1	176	0	30	42
Mapco Petroleum Inc.	301	13	301	0	0	301
Marathon Petroleum Co.	2,361	6	672	1,473	461	0
Martin Oil Marketing Ltd.	52	6	52	0	0	52
Mauger & Co.	40	1	—	—	24	16
McDowell Oil Service Inc.	31	1	31	0	0	0
McLeiser Oil, Inc.	60	1	60	0	57	3
Merritt Truax Inc.	34	1	34	0	31	3
Mid-Missouri Oil Co.	9	1	9	0	3	6
Mid-States Petroleum	96	3	96	0	63	28
Midwest Petroleum Co.	165(N)	2	165	0	100	65
Miller Enterprises, Inc.	70	1	—	—	—	—
Miller Oil Co.	62	2	54	—	45	9
Missouri Terminal Oil Co.	16	1	1	—	15	1
Mobil Oil Corp.	13,310	40	5,955	7,355	11,777	1,533
M. Spiegel & Sons Oil Corp.	45	1	45	0	45	0
Murphy Oil USA, Inc.	585	14	444	141	200	—
Musket Corp.	143	9	143	0	0	143
National Convenience Stores, Inc.	94(O)	4	61	13	0	94
National Oil Co.	—	—	—	—	—	—
National Oil & Gas Inc.	88	2	50	15	50	3
Neal Inc.	33	1	33	0	1	32
Nella Oil Co.	20	1	19	1	1	19
Nowell Oil Co. Inc.	15	1	15	0	8	1
Noco Energy Corp.	25	1	25	0	—	—
Northville Industries Inc.	30	1	30	0	0	30
Olympian Oil Co.	50	*1	50	0	25	25
Pacer Oil Co.	20	1	20	0	5	15
Parker Oil Co.	157	2	10	—	10	—
Pennzoil Products Co.	630	7	58	32	38	20
Peeter Corp.	215	10	215	0	0	215
Petroleum Marketers Inc.	64(P)	2	9	6	9	—
Petrotex Marketing, Inc.	31	1	10	—	10	—
Phillips Petroleum Co.	10,505	34	—	—	—	—
Pilot Oil Corp.	110	14	10	—	—	10
Pride of Texas Dist. Co., Inc.	26	1	9	0	9	0

(L) Includes North Iowa Oil, Cheftain Corp., Lil' Jimmy's Quick Shops

(M) Includes Tri Mart Inc.

(N) Includes Bolch Oil Co.

(O) Includes Stop N Go Markets of Texas, Inc., Hot Stop Markets, Colonial Food Stores, Inc.

Product Distribution (cont'd.)

				BRANDED JOBBERS/COMMISSIONED AGENTS			
Commission-operated	Full-service only	Self-service only	Self-service/ Full-service	Total	Number selling ...		
					Gasoline only	Fuel Oil only	Gasoline/ Fuel Oil
—	—	—	—	—	—	—	—
—	—	—	—	40	0	0	40
—	—	—	—	—	—	—	—
103	0	95	20	—	—	—	—
0	26	2	0	—	—	—	—
0	117	19	80	0	0	0	0
—	2	1	27	1	0	0	1
—	2	5	—	0	0	0	0
0	0	155	20	21	0	0	21
0	0	330	0	2	2	0	0
0	0	0	3	0	0	0	0
—	35	3	42	1	—	—	—
—	3	54	—	0	0	0	0
0	28	6	30	4	0	0	4
0	20	16	9	6	0	0	6
0	147	422	483	447	40	2	405
—	—	12	—	0	0	0	0
0	150	0	0	0	0	0	0
—	—	—	19	0	0	0	0
2	56	3	1	4	2	2	0
0	20	10	0	0	0	0	0
—	1	1	1	0	0	0	0
0	9	4	19	1	—	—	—
—	22	178	192	407	0	0	407
0	0	0	23	0	0	0	0
2	17	154	5	2	0	0	2
0	0	301	0	0	0	0	0
0	391	158	1,586	450	0	0	450
0	0	52	0	0	0	0	0
0	24	10	6	0	0	0	0
31	0	31	0	0	0	0	0
0	20	20	20	10	0	0	10
0	0	0	34	0	0	0	0
0	0	8	1	0	0	0	0
5	60	26	10	6	0	1	5
0	16	75	74	0	0	0	0
—	—	—	—	—	—	—	—
—	4	0	50	1	0	0	1
0	8	4	4	5	0	0	5
—	—	—	—	1,471	35	465	971
0	0	5	40	0	0	0	0
—	10	565	10	0	0	0	0
0	0	143	0	—	—	—	—
0	0	94	0	1	0	0	1
—	—	—	—	—	—	—	—
12	5	10	50	14	0	0	14
0	1	32	0	—	—	—	—
0	0	19	1	0	0	0	0
6	2	9	4	—	—	—	—
—	15	5	5	20	0	5	15
0	13	17	0	—	—	—	—
0	14	29	7	0	0	0	0
0	0	20	0	4	4	0	0
—	1	1	8	—	—	—	—
0	36	20	0	161	—	—	—
0	0	200	15	0	0	0	0
—	0	0	9	0	0	0	0
—	—	—	10	—	—	—	—
—	—	—	—	1,568	—	—	—
—	3	4	3	0	0	0	0
0	—	—	9	1	1	—	—

(P) Includes Stop In Food Stores.

(Q) Includes Dixie Diesel Truck Stops.

(R) Includes Mission Trail Oil Co.

(S) Includes Serv-N-Save, Inc.

BULK PLANTS				TERMINALS				Company
Company-operated			Jobber-operated Bulk Plants	Company-operated			Jobber-operated Terminals	
Total	Salary-operated	Commission-operated		Total	Salary-operated	Commission-operated		
1	1	—	—	—	—	—	—	General Oil Co. Inc.
—	—	—	15	12	12	0	0	Getty Petroleum Corp.
—	—	—	—	5	—	—	—	Global Petroleum
2	2	0	—	1	1	0	—	Golden Gate Petroleum Corp.
3	—	—	—	0	0	0	0	Gull Industries, Inc.
3	—	—	—	0	0	0	0	Harris Enterprises, Inc.
0	0	0	0	0	0	0	0	Highway Oil, Inc.
2	1	1	—	0	0	0	0	Hughes Oil Co.
1	1	0	0	0	0	0	0	Hull Oil Co.
0	0	0	0	1	1	0	0	Hunt Oil Co.
0	0	0	0	0	0	0	0	Huntley Jiffy, Inc.
0	0	0	0	0	0	0	0	Independent Stations Co.
4	3	1	0	0	0	0	0	J. H. Williams Oil Co., Inc.
0	0	0	0	0	0	0	0	J. & L. Oil Co., Inc.
0	0	0	0	0	0	0	0	Johnson Products, Inc.
7	2	5	—	0	0	0	0	Kelley-Williamson Co.
1	1	0	332	20	20	0	1	Kerr-McGee Refining Corp.
0	0	0	0	0	0	0	0	Kickapoo Oil Co., Inc.
0	0	0	0	0	0	0	0	Kimber Petroleum Corp.
0	0	0	0	0	0	0	0	Kimbro Oil Co.
3	2	0	0	7	7	0	0	Kingston Oil Supply Corp.
0	0	0	0	0	0	0	0	Kirschner Bros. Oil Co.
1	1	0	0	0	0	0	0	Krause Gentle Oil Corp.
0	0	0	0	0	0	0	0	Lake Shore Petrocorp
0	0	0	305	3	3	0	0	Land O'Lakes, Inc.
1	1	0	0	0	0	0	0	Lokey Oil Co.
2	2	0	0	0	0	0	0	Lyden Oil Co.
0	0	0	0	1	1	0	0	Mapco Petroleum Inc.
1	1	0	349	51	51	0	0	Marathon Petroleum Co.
0	0	0	0	3	2	0	0	Martin Oil Marketing Ltd.
—	—	—	—	—	—	—	—	Mauger & Co.
1	1	0	0	0	0	0	0	McDowell Oil Services, Inc.
4	3	1	2	0	0	0	0	McLester Oil, Inc.
3	3	0	0	0	0	0	0	Merritt Truay Inc.
0	0	0	0	0	0	0	0	Mid-Missouri Oil Co.
9	5	4	4	1	0	1	0	Mid-States Petroleum
0	0	0	0	0	0	0	0	Midwest Petroleum Co.
—	—	—	—	—	—	—	—	Miller Enterprises, Inc.
3	3	0	0	1	1	0	0	Miller Oil Co.
3	3	0	3	1	1	0	0	Missouri Terminal Oil Co.
99	81	18	1,255	81	81	0	0	Mobil Oil Corp.
1	1	0	0	0	0	0	0	M. Spiegel & Sons Oil Corp.
0	0	0	0	22	22	0	—	Murphy Oil USA, Inc.
—	—	—	—	—	—	—	—	Musket Corp.
1	1	0	1	1	1	0	0	National Convenience Stores, Inc.
—	—	—	—	—	—	—	—	National Oil Co.
12	0	12	0	0	0	0	0	National Oil & Gas Inc.
—	—	—	—	—	—	—	—	Neal Inc.
0	0	0	0	0	0	0	0	Nella Oil Co.
—	—	—	—	—	—	—	—	Newell Oil Co., Inc.
3	—	—	—	3	—	—	—	Noco Energy Corp.
—	—	—	—	6	6	—	—	Northville Industries Inc.
0	0	0	0	0	0	0	0	Olympian Oil Co.
1	1	0	0	0	0	0	0	Pacer Oil Co.
0	0	0	0	1	1	0	0	Parker Oil Co.
3	3	0	6	0	3	—	—	Pennzoil Products Co.
0	0	0	0	0	0	0	0	Pester Corp.
7	7	0	—	1	1	0	—	Petroleum Marketers Inc.
—	—	—	—	—	—	—	—	Petrotex Marketing, Inc.
2	1	1	—	30	30	0	4	Phillips Petroleum Co.
—	—	—	—	—	—	—	—	Pilot Oil Corp.
—	0	0	0	0	0	0	0	Pride of Texas Dist. Co. Inc.

(T) Includes Delmarva Oil, Inc.

(U) Includes Alabama Oil Co., Mid-South Oil Co.

(V) Includes Boron Oil Co., BP Oil Inc. Also includes Gulf outlets in the Southeast acquired by Standard Oil.

(W) Includes TCR, Inc.

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED†	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer- operated	Salary- operated
Pride Oil Co., Inc. (Miss.)	22	2	22	0	1	1
Pride Oil Co., Inc. (Tenn.)	14	1	14	0	0	14
Prumana, Inc.	10	1	10	0	—	—
Publix Oil Co., Inc.	105	4	105	0	96	9
Pyramid Oil Co.	55	1	55	—	3	—
Quaker State Oil Refining Corp.	88	4	3	77	1	3
Quiktrip Corp.	214	4	214	—	—	214
Roadtrack Petroleum, Inc.	275	13	275	0	0	125
Remote Services, Inc.	200	9	200	0	0	45
Republic Oil Corp.	4(Q)	1	0	4	0	4
River Oil Co.	24	2	20	—	20	—
Robinson Oil Co.	26(R)	1	26	0	0	26
Rock Island Refining Corp.	209	3	209	0	0	209
Sahara Oil Co., Inc.	32	1	32	0	7	23
Santitas Oil Co., Inc.	37	1	15	—	10	3
Save-X, U.S.A., Inc.	33(S)	2	10	—	—	10
Sears Oil Co., Inc.	12	1	12	0	11	1
Self Service Oil Co.	16	4	16	0	0	16
Shay Oil Co., Inc.	30	2	30	0	2	16
Shelby Petroleum Corp.	20	2	20	0	0	20
Shell Oil Co.	11,129	40	4,265	3,154	4,610	348
Shotmeyer Bros. Pet. Corp.	47	1	46	—	22	0
Shotmeyer Oil Corp.	35	1	35	0	27	—
The SICO Co.	210	3	210	0	94	25
Simon Oil Co., Inc.	123	1	112	—	111	1
Smith-Shafter Oil Co.	6	1	6	0	0	6
SMO, Inc.	55(T)	2	55	0	28	22
Somerset Refinery, Inc.	34	1	34	0	5	8
Southern Oil Co., Inc.	15	1	—	—	2	12
Southern States Co-op.	77	5	—	—	—	—
The Spencer Companies, Inc.	55(U)	1	14	—	4	4
Standard Oil Co. (Ohio)	7,930(V)	19	2,900	5,030	1,480	900
Stewart Petroleum Co.	16	2	16	0	4	11
Sun Refining & Marketing Co.	5,830(AA)	29	2,664	3,166	5,773	57
Tanana Oil Corp.	18	8	18	0	—	—
Taylor Oil Co.	54	2	—	—	—	—
TCR Inc.	24	3	24	0	3	21
Tenneco Oil—P&M	446	13	446	0	3	445
Texaco Inc.	18,718	47	3,602	15,026	2,950	147
Texas City Refining Co.	21(W)	2	21	0	0	21
Texas Star Oil Co.	18	1	18	0	—	—
Thornhill Oil Co., Inc.	26	1	0	26	21	5
Tooley Oil Co.	8	1	8	0	0	8
Total Petroleum, Inc.	1,942(X)	21	445	1,497	1,497	445
Tracion Oil Co., Inc.	50	1	50	0	50	0
Triton, Inc.	45	4	45	0	0	45
Ultramar Petroleum, Inc.	103	2	12	3	12	—
Unocal Corp.	10,763	41	2,955	7,808	1,983	147
Unico Oil Co., Inc.	15	2	15	0	0	15
Wake Up Oil Co., Inc.	40	1	40	0	0	40
Ward Lubco, Inc.	91	5	91	0	0	91
Wesson Inc.	32	1	32	0	20	0
Western Marketing Inc.	75	1	75	0	1	35
Wickland Oil Co.	85	3	85	—	—	85
York Oil Co., Inc.	11	1	11	1	0	11
Zephyr, Inc.	49	1	—	—	0	46

(X) Includes Huron Valley Oil, Imlay City Oil.

(Y) Includes Pioneer Oil Co., 75 Mini Marts, Inc.

BRANDED JOBBERS/COMMISSIONED AGENTS

Commission-operated				Total	Number selling ...		
	Full-service only	Self-service only	Self-service/Full-service		Gasoline only	Fuel Oil only	Gasoline/Fuel Oil
20	0	21	1	0	0	0	0
0	0	12	2	0	0	0	0
—	0	10	0	—	—	—	—
—	10	74	21	4	0	0	4
—	55	0	0	—	—	—	—
76	70	10	—	55	0	0	55
—	—	214	—	0	0	0	0
150	0	275	0	0	0	0	0
223	0	296	0	223	221	0	2
0	0	4	0	—	—	—	—
—	0	0	20	—	—	—	—
0	0	26	0	0	0	0	0
0	—	—	—	0	0	0	0
2	3	27	2	27	25	0	2
0	0	2	13	—	—	—	—
—	—	8	2	23	—	—	—
0	10	2	0	0	0	0	0
0	0	16	0	0	0	0	0
0	0	20	0	20	20	—	—
0	20	0	0	0	0	0	0
0	438	1,241	3,256	494	—	—	—
24	46	0	0	0	0	0	0
12	35	0	0	0	0	0	0
91	87	103	20	0	0	0	0
—	50	6	56	0	0	0	0
0	0	5	1	0	0	0	0
5	4	10	33	5	5	0	0
21	0	0	34	—	—	—	—
1	2	12	1	0	0	0	0
—	—	77	—	—	—	—	—
5	4	5	5	2	0	0	2
520	—	—	—	420	170	—	—
1	0	12	4	—	—	—	—
0	—	—	—	3,166	—	—	—
—	4	6	8	0	0	0	0
—	—	—	—	—	—	—	—
0	1	21	2	0	0	0	0
0	3	445	0	0	0	0	0
655	4,462	9,172	5,064	1,329	—	—	—
0	—	—	—	0	0	0	0
—	0	18	0	—	—	—	—
0	4	6	15	0	0	0	0
0	0	8	0	0	0	0	0
0	0	615	1,127	540	0	0	540
0	50	0	0	—	—	—	—
0	0	44	1	—	—	—	—
3	14	—	1	5	0	0	5
4	100	2,637	8,026	591	—	—	—
0	0	18	0	—	—	—	—
0	1	0	39	0	0	0	0
0	0	3	62	1	0	0	1
8	8	—	—	2	—	—	2
39	0	75	0	—	—	—	—
—	1	84	—	—	0	—	—
1	0	12	0	0	0	0	0
0	10	30	—	8	0	0	8

(Z) Includes Signor Retail

(AA) Includes Herr Gas & Oil Co., Mid-States Oil Co., Montour AutoService Co., Mascot Petroleum Co., Stop-N-Go Foods, Inc. King Kwik Mini Markets, Inc.

BULK PLANTS				TERMINALS				Company
Company-operated			Jobber-operated Bulk Plants	Company-operated			Jobber-operated Terminals	
Total	Salary-operated	Commission-operated		Total	Salary-operated	Commission-operated		
0	0	0	0	0	0	0	Pride Oil Co., Inc. (Miss.)	
0	0	0	0	0	0	0	Pride Oil Co., Inc. (Tenn.)	
—	—	—	—	—	—	—	Promena, Inc.	
6	6	0	0	3	3	0	Public Oil Co., Inc.	
—	—	—	—	—	—	—	Pyramid Oil Co.	
2	2	0	3	3	3	—	Quaker State Oil Refining Corp.	
0	0	0	0	0	0	0	Quaker Corp.	
0	0	0	0	0	0	0	Racetack Petroleum, Inc.	
0	0	0	0	0	0	0	Remote Services Inc.	
0	0	0	—	0	0	—	Republic Oil Corp.	
1	1	—	—	—	—	—	River Oil Co.	
0	0	0	0	0	0	0	Robinson Oil Co.	
0	0	0	0	0	0	0	Rock Island Refining Corp.	
2	0	2	2	—	—	—	Sahara Oil Co., Inc.	
4	4	0	0	—	—	—	Santa Fe Oil Co., Inc.	
1	1	—	—	0	0	0	Save-X, U.S.A., Inc.	
0	0	0	0	4	4	0	Sears Oil Co., Inc.	
0	0	0	0	0	0	0	Self Service Oil Co.	
1	1	0	0	—	—	—	Shay Oil Co., Inc.	
1	1	0	0	0	0	0	Shelby Petroleum Corp.	
82	82	0	823	11	11	0	Shell Oil Co.	
1	1	0	0	1	1	0	Shotmeyer Bros. Pet. Corp.	
0	0	0	0	3	3	0	Shotmeyer Oil Corp.	
12	12	0	0	1	1	0	The SICO Co.	
0	0	0	0	0	0	0	Simon Oil Co., Inc.	
0	0	0	0	0	0	0	Smith-Sheffer Oil Co.	
11	11	0	0	1	1	0	SNO, Inc.	
1	1	0	0	1	1	0	Somerset Refinery, Inc.	
1	1	0	0	1	1	0	Southern Oil Co., Inc.	
40	40	—	40	2	2	0	Southern States Co-op	
0	0	0	0	0	0	0	The Spencer Companies, Inc.	
100	0	100	—	75	75	0	Standard Oil Co. (Ohio)	
13	—	—	—	13	—	—	Stewart Petroleum Co.	
—	—	—	—	30	—	0	Sun Refining & Marketing Co.	
0	0	0	0	0	0	0	Tanana Oil Corp.	
0	0	0	0	2	2	—	Taylor Oil Co.	
0	0	0	0	0	0	0	TCR Inc.	
2	2	0	—	25	25	0	Tenneco Oil—P&M	
0	0	0	306	72	72	—	Texasaco Inc.	
0	0	0	0	2	2	—	Texas City Refining Co.	
—	—	—	—	—	—	—	Texas Star Oil Co.	
3	3	0	0	0	0	0	Thornhill Oil Co., Inc.	
0	0	0	0	0	0	0	Tooley Oil Co.	
2	2	0	87	8	8	0	Total Petroleum, Inc.	
—	—	—	—	—	—	—	Trenton Oil Co., Inc.	
0	0	0	0	1	1	0	Triton, Inc.	
8	8	0	0	10	10	0	Ultramar Petroleum, Inc.	
222	65	157	496	54	54	0	Unocal Corp.	
0	0	0	0	0	0	0	Waco Oil Co., Inc.	
0	0	0	0	0	0	0	Wake Up Oil Co., Inc.	
1	—	—	—	0	0	—	Wentuboo, Inc.	
2	—	—	—	2	—	—	Wesson Inc.	
1	1	—	—	0	0	0	Western Marketing Inc.	
0	—	—	—	1	1	—	Wickland Oil Co.	
3	3	0	0	0	0	0	York Oil Co., Inc.	
0	0	0	0	2	2	0	Zaphir, Inc.	

Branded Retail Outlets

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED†	New England					Middle Atlantic			
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Acme Retail Inc.	45(A)	2	—	—	—	—	—	—	—	—	—
Advanced Oil Co.	30	2	—	—	—	—	—	—	33	7	—
Agway Petroleum Corp.	170	8	—	—	—	2	1	3	91	12	—
American Petrofina Inc.	4,249(B)	24	—	—	—	—	—	—	—	—	—
Amoco Oil Co.	15,077(C)	36	—	—	—	206	18	199	370	477	826
The Arnold Companies	96	6	—	—	—	—	—	—	—	—	—
Arland Oil, Inc.	1,914(D)	15	—	—	—	—	—	—	—	—	—
Automatic Comfort Corp.	35	1	—	—	—	—	—	35	—	—	—
Axles Energy Co.	90	1	—	—	—	—	—	—	—	—	—
Baywell Oil Co., Inc.	20	2	—	—	—	—	—	—	—	—	—
Beet Oil Co.	17	1	—	—	—	—	—	—	—	—	17
Browning Oil Co.	24	1	—	—	—	—	—	—	—	—	—
Campbell Oil Co. (Ohio)	71(E)	1	—	—	—	—	—	—	—	—	—
Campbell Oil Co. (N.Y.)	96	2	—	—	—	—	—	—	91	—	—
Cannon Oil Corp.	20	3	—	—	—	—	—	—	—	—	—
Cel Oil Products Corp.	8	1	—	—	—	—	—	—	—	—	—
Center Independent Oil Co.	50	1	—	—	—	—	—	—	—	—	50
Certified Oil Co.	166	3	—	—	—	—	—	—	—	—	—
Charter Marketing Co.	406	8	2	12	—	89	—	96	—	—	—
Chevron Corp.	18,645	43	334	176	127	529	64	315	946	820	981
Citro Gasoline Corp.	190	2	—	—	2	—	—	—	96	—	—
Circle K Corp.	45	5	—	—	—	—	—	—	—	—	—
Citgo Petroleum Corp.	6,370	39	136	89	69	208	23	52	474	197	154
Coen Oil Co.	250	3	—	—	—	—	—	—	—	—	75
Colonial Oil Industries Inc.	63(F)	3	—	—	—	—	—	—	—	—	—
Corno Oil Co.	26	2	—	—	—	—	—	—	—	—	—
Conoco Inc.	6,276(G)	38	—	—	—	—	—	—	—	—	1
Consumers Gasoline Stations Inc.	29	3	—	—	—	—	—	—	—	—	—
Consumers Oil Corp. of Trenton, N.J.	24	2	—	—	—	—	—	—	—	20	4
Crown Central Petroleum Corp.	247	7	—	—	—	—	—	—	—	—	2
Crystal Flash Petroleum Corp.	17	1	—	—	—	—	—	—	—	—	—
C.S.C. Oil Co.	21	2	—	—	—	—	—	—	—	—	—
Delella Oil Co.	328(H)	3	—	—	—	2	28	—	—	—	—
Derby Refining Co.	469	12	—	—	—	—	—	—	—	—	—
Dixie Oil Co.	105	3	—	—	—	—	—	—	—	—	—
East Coast Oil Corp.	33	1	—	—	—	—	—	—	—	—	—
E.M. Bailey Dist. Co.	44	3	—	—	—	—	—	—	—	—	—
Englefield Oil Co.	245	2	—	—	—	—	—	—	—	—	—
Exxon Co., U.S.A.	17,427	39	388	119	26	539	30	152	379	679	861
Farm & Home Oil Co.	28	1	—	—	—	—	—	—	—	—	28
Farmland Industries, Inc.	792	17	—	—	—	—	—	—	—	—	—
Fortmeyer's Inc.	2	1	—	—	—	—	—	—	—	—	—
Forster Oil Co.	37	1	—	—	—	—	—	—	—	—	—
Gas City Ltd.	42	2	—	—	—	—	—	—	—	—	—
Garn Petroleum Inc.	342	2	—	—	—	—	—	—	—	—	—
Getty Petroleum Corp.	1,553	11	33	19	5	184	35	131	618	349	139
Global Petroleum Corp.	10	1	—	—	—	10	—	—	—	—	—
Highway Oil, Inc.	216(J)	24	—	2	2	—	—	—	23	—	22
Hughes Oil Co.	80	1	—	—	—	—	—	—	—	—	—
Hull Oil Co.	31	2	—	—	—	—	—	—	—	—	—
Independent Stations Co.	3	1	—	—	—	—	—	—	—	—	—
J. & L. Oil, Inc.	60	3	—	—	—	—	—	—	—	—	—
Johnson Products Inc.	88	6	30	18	4	7	3	—	8	—	—
K E David Ltd.	13	1	—	—	—	—	—	—	—	—	13
Kelley Williamson Co.	65	2	—	—	—	—	—	—	—	—	—
Ken-McGee Refining Corp.	1,879	20	—	—	—	—	—	—	—	—	—
Kickapoo Oil Co., Inc.	80	1	—	—	—	—	—	—	—	—	—
Kimber Petroleum Corp.	150	1	—	—	—	—	—	—	—	150	—
Kimbro Oil Co.	41	1	—	—	—	—	—	—	—	—	—
Kington Oil Supply Corp.	60(K)	1	—	—	—	—	—	—	60	—	—

†Includes District of Columbia

(A) Includes Pacemaker Corp.

(B) Includes Finserve, Inc.

(C) Includes Omega Oil Company (83 outlets)

in the United States

South Atlantic									East North Central					East South Central				
Del.	Md.	D.C.	Va.	W.Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.	
—	—	—	—	—	30	15	—	—	—	—	—	—	—	—	—	—	—	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
—	—	—	15	—	93	193	429	455	—	—	4	—	—	7	215	116	39	
21	331	46	490	—	1,039	448	750	703	523	654	1,170	795	523	14	730	597	477	
—	—	—	39	328	—	—	—	—	322	57	21	23	70	861	—	—	1	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	30	—	—	
—	1	—	19	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	24	—	—	—	
—	—	—	—	—	—	—	—	—	71	—	—	—	—	—	—	—	—	
—	—	—	—	—	—	—	1	2	—	—	—	—	—	—	—	—	—	
—	—	—	—	—	—	8	—	—	—	—	—	—	—	—	—	—	—	
—	—	—	—	11	—	—	—	—	150	—	—	—	—	—	—	—	—	
30	206	22	566	312	59	101	959	859	337	16	—	3	—	943	109	945	49	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	9	—	
16	56	—	346	16	214	89	235	546	81	73	156	122	217	25	185	265	87	
—	—	—	—	25	—	—	—	—	150	—	—	—	—	—	—	—	—	
—	—	—	—	—	8	27	30	—	—	—	—	—	—	—	—	—	—	
5	—	—	27	6	97	25	46	46	24	5	82	24	162	13	56	41	66	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	4	24	1	—	
—	96	—	44	—	24	14	48	—	—	—	—	—	—	—	—	19	—	
—	—	—	—	—	—	—	—	—	12	17	—	—	—	9	—	—	—	
—	—	—	—	—	—	—	—	—	—	20	—	—	—	4	1	—	—	
—	—	—	30	—	—	—	60	36	—	—	—	—	—	—	—	2	—	
—	—	—	—	—	—	—	—	—	—	—	2	—	—	40	2	—	—	
62	687	64	862	545	1,660	262	593	533	217	—	—	—	—	—	886	451	244	
—	—	—	—	—	—	—	—	—	—	4	5	—	15	—	—	—	—	
—	—	—	—	—	—	—	—	—	—	2	—	—	—	—	—	—	—	
—	—	—	—	—	—	—	—	—	—	—	37	—	—	—	—	—	—	
—	—	—	—	—	—	—	26	313	—	1	41	—	—	—	—	—	—	
30	10	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
—	5	—	—	5	—	—	1	30	32	10	—	3	—	6	7	2	2	
—	—	—	—	—	—	—	—	30	—	—	—	—	—	—	—	1	—	
—	—	—	—	—	—	—	6	—	—	—	41	—	13	—	—	—	—	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
—	—	—	—	—	—	—	—	—	—	—	41	—	4	—	—	—	—	
—	—	—	—	—	—	—	—	9	—	23	125	—	119	12	25	10	9	
—	—	—	—	—	—	—	—	—	—	—	—	—	60	—	—	—	—	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	41	—	—	
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	

(D) includes Prestige Stations, Inc.

(E) Includes Steiner Oil

(F) Includes Interstate Stations Inc., Colonial Interstate, Inc.

(G) Includes Kayo Oil Co.

Branded Retail Outlets (cont'd)

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	New England					Middle Atlantic			
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Wieschner Bros. Oil Co.	30	2	—	—	—	—	—	—	—	20	10
Lake Shore Petrocorp.	32(M)	2	—	—	—	—	—	—	—	—	—
Land O'Lakes, Inc.	407	2	—	—	—	—	—	—	—	—	—
Lyden Oil Co.	176	1	—	—	—	—	—	—	—	—	—
Marathon Oil Co.	2,361	6	—	—	—	—	—	—	—	—	—
Martin Oil Marketing, Ltd.	52	6	—	—	—	—	—	—	—	—	—
Mazur & Co.	40	2	—	—	—	—	—	—	—	—	—
McDowell Oil Service, Inc.	31	1	—	—	—	—	—	—	—	—	—
McLeiser Oil, Inc.	90	1	—	—	—	—	—	—	—	—	—
Mid-States Petroleum	96	3	—	—	—	—	—	—	—	—	—
Midwest Petroleum Co.	165(N)	2	—	—	—	—	—	—	—	—	—
Miller Enterprises, Inc. D/B/A	70	1	—	—	—	—	—	—	—	—	—
Miller Oil Co.	82	2	—	—	—	—	—	—	—	—	—
Mobil Oil Corp.	13,310	40	277	175	189	552	93	412	1,745	421	1,058
Murphy Oil USA, Inc.	885	13	—	—	—	—	—	—	—	—	—
Musket Corp.	143	9	—	—	—	—	—	—	—	—	—
National Convenience Stores, Inc.	94(O)	4	—	—	—	—	—	—	—	—	—
National Oil & Gas Inc.	88	2	—	—	—	—	—	—	—	—	—
NOCO Energy Corp.	25	1	—	—	—	—	—	—	—	—	—
Northville Industries Corp.	30	1	—	—	—	—	—	—	30	—	—
Parler Oil Co., Inc.	157	2	—	—	—	—	—	—	—	—	—
PDQ Food Stores, Inc.	76	5	—	—	—	—	—	—	—	—	—
Pennzoil Products Co.	630	7	—	—	—	—	—	—	16	—	174
Pester Corp.	215	10	—	—	—	—	—	—	—	—	—
Petroleum Managers, Inc.	64(P)	2	—	—	—	—	—	—	—	—	—
Phillips Petroleum Co.	10,505	34	—	—	—	—	—	—	—	—	23
Pilot Oil Corp.	110	14	—	—	—	—	—	—	—	—	—
Pride Oil Co., Inc.	22	2	—	—	—	—	—	—	—	—	—
Pride Oil Co., Inc.	14	1	—	—	—	—	—	—	—	—	—
Pyramid Oil Co.	55	1	—	—	—	—	—	—	—	55	—
Quaker State Oil Refining Corp.	86	4	—	—	—	—	—	—	—	—	—
Racetrac Petroleum, Inc.	275	13	—	—	—	—	—	—	—	—	—
Remote Services Inc.	288	2	—	—	—	—	—	—	—	—	—
River Oil Co.	24	1	—	—	—	—	—	—	—	—	—
Rock Island Refining Corp.	209	3	—	—	—	—	—	—	—	—	—
Santee Oil Co.	37	1	—	—	—	—	—	—	—	—	—
Save-X, U.S.A., Inc.	33(O)	2	—	—	—	—	—	—	—	—	—
Self Service Oil Co.	16	4	—	—	—	—	—	—	—	—	—
Shelby Petroleum Corp.	20	2	—	—	—	—	—	—	—	—	—
Shell Oil Co.	11,129	40	—	15	—	244	61	166	220	290	33
Shotmeyer Bros. Petroleum	47	1	—	—	—	—	—	—	—	47	—
Shotmeyer Oil Corp.	35	1	—	—	—	—	—	—	—	35	—
NOCO Co.	210	3	—	—	—	—	—	—	—	—	—
Simon Oil Co., Inc.	123	1	—	—	—	—	—	—	123	—	—
Smith-Grader Oil Co.	8	1	—	—	—	—	—	—	—	—	—
SMO, Inc.	55(T)	2	—	—	—	—	—	—	—	—	—
Somerset Refinery, Inc.	34	1	—	—	—	—	—	—	—	—	—
Southern Oil Co., Inc.	15	1	—	—	—	—	—	—	—	—	—
Southern States Co-op	77	5	—	—	—	—	—	—	—	—	—
M. Spiegel & Sons Oil Corp.	45	1	—	—	—	—	—	—	45	—	—
The Spencer Companies, Inc.	55(U)	1	—	—	—	—	—	—	—	—	—
Standard Oil Co. (Ohio)	7,930(V)	19	30	60	40	180	—	40	—	150	370
Stewart Petroleum Co.	16	2	—	—	—	—	—	—	—	—	—
Sun Refining & Marketing Co.	5,830	29	55	36	7	321	92	144	560	472	764
Tenneco Oil Corp.	18	8	—	—	—	—	—	—	—	—	—
TCR, Inc.	24	3	—	—	—	—	—	—	—	—	—
Tenneco Oil-PAM	445	13	—	—	—	—	—	—	—	—	—
Texaco Inc.	18,718	47	190	115	109	482	96	337	494	457	844
Texas City Refining, Inc.	21(W)	3	—	—	—	—	—	—	—	—	—
Thornhill Oil Co., Inc.	26	1	—	—	—	—	—	—	—	—	—
Total Petroleum, Inc.	1,942(X)	21	—	—	—	—	—	—	—	—	—

(H) Includes Beacon Oil Co.

(I) Includes Marion Knudson, Inc.

(J) Includes Hi-Lo Oil Co., Inc., Cook Oil Co., Inc., Workingmen's Friend Oil, Inc., Fairway Oil, Inc.

(K) Includes Amos Post Co., Paramount Oil Co.

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W.Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	—	—	—	—	—	1	31	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	176	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	787	531	305	549	4	125	—	—	—
—	—	—	—	—	—	—	2	—	1	18	29	1	1	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	3	15	—	78	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	35	—	—	—	—	—	—
—	—	—	—	—	—	—	—	70	—	—	—	—	—	—	—	—	—
—	—	—	96	—	8	—	—	—	—	—	—	—	—	—	—	—	—
50	148	1	207	29	149	40	25	404	366	216	485	596	577	26	293	24	—
—	—	—	27	—	27	9	68	607	—	—	—	9	90	3	73	79	16
—	—	—	—	—	—	—	1	—	—	—	—	—	—	—	2	—	—
—	—	—	—	—	—	—	—	—	4	84	—	—	—	—	13	—	1
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	182	—	9	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	11	—	—	—	—
—	—	—	—	132	—	—	—	—	271	12	—	8	—	17	—	—	—
—	—	—	—	—	—	—	—	—	—	—	1	—	—	—	1	—	—
—	—	—	59	5	—	—	—	—	—	—	—	—	—	—	—	—	—
—	64	—	315	87	692	333	384	577	110	393	901	92	291	180	340	336	180
—	—	—	98	1	9	1	9	9	2	1	—	—	—	14	43	2	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2	20
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14	—	—
—	—	—	—	23	—	—	—	—	20	—	—	—	—	—	—	—	—
—	1	—	10	—	4	8	33	24	—	—	—	—	—	—	8	158	4
—	—	—	—	—	18	—	—	22	—	17	27	—	—	139	17	—	—
—	—	—	—	—	—	—	—	—	9	120	—	80	—	—	24	—	—
—	—	—	—	—	—	37	—	—	—	—	—	—	—	—	—	—	—
—	—	—	90	—	9	—	—	—	—	—	4	—	5	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	13	8	—	—
39	285	10	360	8	456	295	561	690	482	347	680	684	129	304	288	356	311
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	6	—	—	—	—	—	—
1	54	—	—	—	—	—	—	—	—	—	—	—	—	34	—	—	—
—	—	—	15	—	—	—	—	—	—	—	—	—	—	—	—	—	—
4	20	—	20	18	—	—	—	—	—	—	—	—	—	16	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	56	—
—	—	—	160	20	910	490	980	580	1400	—	—	250	—	540	700	560	470
—	13	—	3	—	—	—	—	—	—	—	—	—	—	—	—	—	—
49	121	18	43	48	105	11	0	0	524	219	397	431	0	124	36	0	0
—	—	—	—	—	—	—	—	3	3	—	—	—	—	—	3	1	—
—	—	—	—	—	—	—	1	9	—	—	—	—	—	—	—	14	—
—	—	—	7	1	24	38	44	191	—	—	—	—	—	11	38	38	7
74	270	12	673	61	952	471	641	790	—	15	254	—	5	100	524	724	440
—	—	—	—	—	—	—	1	9	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	26	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	5	10	5	528	45	3	19	—	—

(L) Includes North Iowa Oil, Chiefchain Corp., LF Jimmy's Quick Shops

(M) Includes Tri Mart Inc.

(N) Includes Bolch Oil Co.

(O) Includes Stop N Go Markets of Texas, Inc., Hot Stop Markets, Colonial Food Stores, Inc.

Branded Retail Outlets (cont'd.)

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	New England					Middle Atlantic			
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Arctic Oil Co., Inc.	50	1	—	—	—	—	—	—	—	50	—
Arco Inc.	45	4	—	—	—	—	—	—	—	—	—
Arco Petroleum Inc.	100	2	—	—	—	—	—	—	—	—	—
Unocal Corp.	10,763	41	—	—	—	—	—	2	2	30	—
Wake Up Oil Co., Inc.	40	1	—	—	—	—	—	—	—	—	—
A.T. Williams Oil Co.	74	2	—	—	—	—	—	—	—	—	—
A.T. Williams Oil Co. Inc.	80	1	—	—	—	—	—	—	—	—	—
Wark Oil Co., Inc.	11	1	—	—	—	—	—	—	—	—	—
Washco Inc.	48	1	—	—	—	—	—	—	—	—	—

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Arco Resources & Energy, Inc.	145	1	—	—	—	—	—	—	—
American Petrofin, Inc.	4,249	24	41	56	205	8	38	75	178
Amoco Corp.	15,077	38	823	684	532	280	105	160	240
Anchor Gasoline Corp.	100	1	—	—	—	—	—	—	—
Arkansas Valley Petroleum	31	1	—	—	—	—	—	—	—
Arnold Cos.	96	6	—	—	—	—	—	—	—
Arundel Oil, Inc.	1,914	15	36	16	4	1	5	—	—
Atlantic Richfield Co.	1,748	6	—	—	—	—	—	—	—
Burnham Petroleum Co.	2	1	—	—	—	—	—	—	—
California Target Enterprises, Inc.	150	1	—	—	—	—	—	—	—
Cenex	1,067	11	319	4	—	258	157	3	—
Chapman, Inc.	36	1	—	—	—	—	—	—	—
Charter Marketing Co.	406	9	—	—	—	—	—	—	—
Chesapeake Corp.	18,845	43	—	—	2	—	—	—	—
Circle K Corp.	46	5	—	—	—	—	—	—	—
Citgo Petroleum Corp.	6,370	39	53	37	119	—	—	1	29
Como Oil Co.	26	2	22	—	—	—	—	—	—
Conoco, Inc.	6,276	38	148	258	386	103	101	235	228
Curt's Oil Co.	6	1	—	—	—	—	—	—	—
Curtis Petrol. Oil Co., Inc.	32	1	—	—	—	—	—	—	—
Danby Refining Co.	489	12	8	108	91	—	3	44	168
Diamond Shamrock Refining & Marketing Corp.	2,034	12	—	—	4	—	—	90	41
Dickey Inc.	7	1	—	7	—	—	—	—	—
DWF, Inc.	8	2	—	—	—	—	—	—	—
Exxon Company, U.S.A.	17,427	39	—	—	—	73	4	1	—
Farmstead Industries, Inc.	762	17	33	59	36	30	43	134	18
Franko Oil Co.	90	2	—	—	—	—	—	—	—
General Oil Co., Inc.	39	1	—	—	—	—	—	—	—
Gulf Industries, Inc.	115(I)	2	—	—	—	—	—	—	—
Harris Enterprises, Inc.	28	2	—	—	—	—	—	—	—
Highway Oil, Inc.	216	24	—	1	12	1	4	1	24

(I) Includes Stop in Food Stores.

(H) Includes Dixie Diesel Truck Stops.

(R) Includes Mission Trail Oil Co.

(S) Includes Serv-A-Save, Inc.

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W.Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	11	4	22	—	—	—	—	—	—	—	—	—	—
—	—	—	8	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	8	—	345	158	667	256	585	794	486	490	488	577	481	184	474	738	459
—	—	—	—	—	—	—	—	—	—	40	—	—	—	—	—	—	—
—	—	—	35	—	39	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	90	—	—	—	—	—	—	—	—	—
—	—	—	11	—	—	—	—	—	—	—	—	48	—	—	—	—	—

West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	145	—	—	—	5	159	1	—	—	—	—	—	—	—
200	104	248	1,374	—	—	—	—	—	—	—	—	—	—	—	—	—
—	615	—	130	—	69	112	247	—	—	31	—	—	—	—	—	—
—	100	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	31	—	—	—	—	—	—	—	—	—	—	—	—	—	—
44	2	1	29	—	—	—	19	—	—	—	—	—	—	—	—	—
—	—	—	—	15	—	—	—	—	51	—	47	265	179	1,187	—	18
—	—	—	—	—	—	—	—	—	2	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	150	—	—
—	—	—	—	23	26	7	—	—	—	16	—	62	40	—	—	—
—	—	—	36	—	—	—	—	—	—	—	—	—	—	—	—	—
—	83	—	95	—	—	—	—	—	—	—	—	—	—	—	—	—
924	819	357	2,967	68	134	36	104	300	211	140	108	487	314	2,071	125	157
—	—	—	—	—	1	—	—	—	7	—	—	—	—	2	—	—
132	320	163	1,031	—	—	—	181	37	—	123	—	—	—	1	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
266	563	543	996	382	69	125	569	212	19	211	11	139	95	—	—	—
—	—	8	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	32	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1	—	20	7	—	—	—	—	—	—	—	—	—	—	—	—	—
46	26	17	1,513	—	—	12	131	94	0	30	1	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	7	1	—	—	—	—	—	—	—	—	—	—	—	—	—
618	922	123	2,829	278	48	31	97	174	362	—	48	278	168	1,041	—	—
—	—	96	23	4	4	4	88	—	—	—	—	30	60	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	95	20	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	(X)	(X)	—	—	—
—	—	—	12	—	—	4	3	—	—	—	—	—	—	—	—	—

(T) Includes Delmarve Oil, Inc.

(U) Includes Alabama Oil Co., Mid-South Oil Co.

(V) Includes Boron Oil Co., BP Oil Inc. Also includes Gulf outlets in the Southeast acquired by Standard Oil.

(W) Includes TCR, Inc.

Branded Retail Outlets (cont'd.)

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Kant Distributors, Inc.	28	1	—	—	—	—	—	—	—
Kerr-McGee Refining, Corp.	1,879	20	46	147	123	11	38	—	272
Krause Gentle Oil Corp.	78(L)	1	—	78	—	—	—	—	—
Kwik Shop, Inc.	144	4	—	38	—	—	—	42	61
Land O'Lakes, Inc.	407	7	105	132	—	7	—	63	3
Lokay Oil Co.	23	1	—	—	—	—	—	—	—
Merritt Trust, Inc.	34	1	—	—	—	—	—	—	—
Mid-Missouri Oil Co.	9	1	—	—	9	—	—	—	—
Midwest Petroleum Co.	165	2	—	—	130	—	—	—	—
Missouri Terminal Oil Co.	16	1	—	—	16	—	—	—	—
Mobil Oil Corp.	13,310	40	408	55	293	26	—	—	—
Murphy Oil USA, Inc.	585	14	51	—	—	—	—	—	—
Musket Corp.	143	9	—	—	3	—	—	—	22
National Convenience Stores, Inc.	94	4	—	—	—	—	—	—	—
Neal Inc.	33	1	—	—	—	—	—	—	—
Newell Oil Co., Inc.	15	1	—	—	—	—	—	—	—
Olympian Oil Co.	50	1	—	—	—	—	—	—	—
Pacer Oil Co.	20	1	—	—	—	—	—	—	—
PDQ Food Stores, Inc.	76	5	9	—	1	—	—	—	—
Peeter Corp.	215	10	10	35	33	—	5	12	18
Petrolux Marketing, Inc.	31	1	—	—	—	—	—	—	—
Phillips Petroleum Co.	10,505	34	425	437	727	33	131	276	339
Pilot Oil Co.	110	14	—	—	—	—	—	—	—
Pride of Texas Dist. Co., Inc.	26	1	—	—	—	—	—	—	—
Fromana, Inc.	10	1	—	—	—	—	—	—	—
Quiktrip Corp.	214	4	—	50	45	—	—	—	52
Racetrac Petroleum, Inc.	275	13	—	—	1	—	—	—	—
Remco Services, Inc.	268	9	—	1	—	—	—	—	—
Republic Oil Corp.	4(Q)	1	—	—	—	—	—	—	—
Robinson Oil Co., Inc.	26(R)	1	—	—	—	—	—	—	—
Sahara Oil Co., Inc.	32	1	—	—	—	—	—	—	—
Self Service Oil Co.	16	4	—	1	5	—	—	—	—
Shay Oil Co., Inc.	20	2	—	—	—	—	—	—	—
Shell Oil Co.	11,129	40	—	27	222	—	—	—	—
Sun Refining & Marketing Co.	5,830	29	0	499	242	0	0	17	8
Tanana Oil Corp.	18	8	—	—	—	—	—	—	2
Tenneco Oil	448	13	—	—	—	—	—	—	—
Texaco Inc.	18,718	47	211	240	382	—	61	135	237
Texas Star Oil Co.	18	1	—	—	—	—	—	—	—
Time Saver Stores Inc.	136	1	—	—	—	—	—	—	—
Tooley Oil Co.	8	1	—	—	—	—	—	—	—
Total Petroleum, Inc.	1,942	21	71	129	356	3	33	85	307
Unocal Corp.	10,763	41	316	95	9	—	17	5	1
Western Marketing, Inc.	75	1	—	—	—	—	—	—	—
Wickland Oil Co.	85	3	—	—	—	—	—	—	—

(X) Includes Huron Valley Oil, Imlay City Oil.

West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	26	—	—	—	—	15	—	—	—	—	—	—	—	—
229	8	440	218	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	3	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	23	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	34	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
72	243	64	1,041	—	—	—	—	8	213	—	21	356	326	1,452	—	—
8	34	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
8	1	77	21	—	—	—	8	2	—	—	—	—	—	—	—	—
—	—	—	79	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	39	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	15	—	—	—	—	—	—	—	—	—	—	50	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	20	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	80	—	—	—	5	—	—	—	—	—
—	—	—	—	—	—	3	40	—	—	—	—	—	—	—	—	—
—	—	—	31	—	—	—	—	—	—	—	—	—	—	—	—	—
269	184	575	1,383	—	95	58	282	146	—	157	7	—	—	—	—	—
—	—	—	—	—	—	—	—	—	2	—	—	—	—	—	—	—
—	—	—	26	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	10
—	—	87	—	—	—	—	—	—	—	—	—	—	—	—	—	—
3	9	—	12	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	4	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	26	—	—
—	—	—	—	—	—	—	—	—	32	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	19	—	—	—	—	—	—	—
89	472	—	620	—	43	—	12	103	40	12	51	308	263	1,520	—	65
4	0	502	3	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	1	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	41	—	65	—	—	—	14	—	—	—	—	—	—	—	—	—
441	838	586	2,946	—	83	81	305	188	184	183	70	483	352	1,457	98	52
—	—	—	18	—	—	—	—	—	—	—	—	—	—	—	—	—
—	136	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	8	—	—
17	6	223	29	—	—	—	44	12	12	—	—	—	—	—	—	—
94	37	3	53	—	10	—	1	2	138	35	54	285	206	1,847	98	130
—	—	—	75	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	8	78	—	—

Average Number of Employees

(As of Jan. 1, 1985)

	Mining	Manufacturing		Transportation		Wholesale	Retail	Total
	Oil and Gas Extraction	Petroleum Refining	Oils and Greases	Pipelines, Except Gas	Gas Distribution	Petroleum Products	Gasoline Stations	
Alabama	1,872	372	30	96	3,033	4,889	7,317	17,591
Alaska	8,159	204	2	1,035	313	531	1,270	11,514
Arizona	162	†	†	101	1,093	1,434	7,582	10,372
Arkansas	4,044	680	†	†	2,479	2,710	4,624	14,537
California	41,393	27,188	735	1,057	11,287	16,052	61,577	159,289
Colorado	25,329	802	45	108	2,298	2,886	8,289	39,556
Connecticut	169	†	80	†	1,290	2,575	9,243	13,357
Delaware	33	955	10	0	328	282	1,380	2,965
District of Columbia	47	110	0	0	884	232	1,086	2,139
Florida	1,081	58	193	80	2,203	7,006	29,044	39,645
Georgia	100	115	110	480	3,711	6,013	15,520	26,049
Hawaii	†	407	0	0	342	549	3,580	4,878
Idaho	104	0	0	17	450	1,545	2,487	4,603
Illinois	7,098	7,003	901	984	8,431	9,908	26,293	60,618
Indiana	935	2,991	210	469	2,963	3,643	14,520	25,731
Iowa	56	0	56	174	1,409	3,225	10,940	15,860
Kansas	16,200	2,500	300	1,600	4,400	2,750	7,650	35,600
Kentucky	3,597	3,486	109	156	3,074	2,819	9,511	22,752
Louisiana	78,000	12,000	600	1,300	7,100	5,700	8,400	113,100
Maine	15	0	0	†	†	1,214	2,544	3,773
Maryland	22	0	254	0	1,212	3,184	13,133	17,805
Massachusetts	79	65	321	†	4,775	3,691	14,173	23,104
Michigan	4,279	1,618	514	259	7,608	5,387	21,370	41,035
Minnesota	†	†	†	213	2,469	2,558	15,437	20,677
Mississippi	8,406	1,670	105	†	2,169	3,622	5,205	21,177
Missouri	136	37	384	298	5,013	6,887	14,937	27,639
Montana	4,293	965	0	87	123	1,509	2,581	9,458
Nebraska	952	42	185	122	3,292	1,849	6,131	12,553
Nevada	408	47	0	19	588	393	3,460	4,915
New Hampshire	1	0	6	3	249	518	2,701	3,470
New Jersey	117	7,684	1,176	172	2,154	4,030	20,017	35,350
New Mexico	13,450	890	33	278	3,656	1,762	4,198	24,267
New York	2,561	10,018	410	134	7,055	10,033	29,246	59,457
North Carolina	8	0	181	115	2,469	5,203	9,271	17,247
North Dakota	5,775	245	155	174	984	2,405	2,174	11,912
Ohio	11,706	5,650	680	654	7,648	5,878	27,915	60,129
Oklahoma	69,758	8,293	415	1,612	5,718	6,091	6,626	98,513
Oregon	181	**	10	**	1,441	2,225	7,736	11,599
Pennsylvania	5,400	10,100	900	700	8,800	10,700	26,500	63,100
Rhode Island	35	†	†	†	849	534	2,377	3,789
South Carolina	21	0	†	†	572	3,498	7,105	11,196
South Dakota	154	†	†	64	120	1,441	2,634	4,413
Tennessee	571	184	267	43	1,753	4,588	11,922	19,328
Texas	260,738	37,936	1,061	4,894	28,504	24,910	35,660	393,703
Utah	4,961	**	818	81	2,809	1,646	4,557	14,872
Vermont	0	0	†	0	123	308	1,854	2,085
Virginia	214	245	†	†	2,496	7,620	14,615	25,180
Washington	3,856	1,435	81	84	1,525	2,653	9,533	19,148
West Virginia	6,113	437	203	117	5,368	2,190	3,737	18,186
Wisconsin	27	†	116	154	2,921	3,362	14,107	20,687
Wyoming	16,899	1,023	3	348	1,098	1,277	2,939	23,577
TOTAL	609,516	147,155	11,619	18,432	172,467	207,872	576,488	1,743,529

*Not available; **Data combined with adjacent categories to preserve confidentiality; Special note: All figures are estimated and do not necessarily agree with the Bureau of Labor Statistics national averages due to confidentiality rules.

Source: Independent Petroleum Assn. of America, "The Oil & Gas Producing Industry in Your State, 1985-1986."

How Distillates Were Used in 1984

(Add 000 gal.)

Use (a)	1984	1983	% Change	% Share of Total Distillates Use in 1984	% Share of Total Distillates Use in 1983
Residential ...	6,910,211	6,696,189	3.2%	15.8%	16.2%
Commercial ...	4,904,727	4,720,451	3.9	11.2	11.4
Industrial ...	2,356,787	2,269,266	3.9	5.4	5.5
Oil Company...	908,162	903,424	0.5	2.1	2.2
Farm ...	2,974,418	2,838,448	4.8	6.8	6.9
Elec. Utils...	689,012	493,248	39.7	1.2	1.2
Railroad ...	3,456,915	3,201,677	8.0	7.9	7.8
Vessel					
Bunkering ..	1,692,045	1,642,539	3.0	3.9	4.0
On-Highway					
Diesel ...	16,797,423	15,544,223	8.0	38.4	37.7
Military ...	696,309	663,748	4.9	1.6	1.6
Off-Highway					
Diesel ...	1,673,591	1,616,722	3.5	3.8	3.9
All other ...	671,514	648,958	3.5	1.5	1.6
U.S. Total ..	43,731,114	41,240,892	6.0	—	—

(a) In 1984, Energy Information Administration revised its sampling procedures and re-allocated some volumes in some categories; hence these data are not comparable in many respects to similar tables in earlier Factbook issues.

Source: Energy Information Administration, "Deliveries of Fuel Oil and Kerosine in 1983 and 1984," Petroleum Marketing Monthly, June 1985.

How Residual Was Used in 1984

(Add 000 gal.)

Use (a)	1984	1983	% Change	% Share of Total Residual Use in 1984	% Share of Total Residual Use in 1983
Commercial ...	1,418,630	1,511,138	(6.1%)	6.7%	6.9%
Industrial ...	3,963,753	3,932,182	0.8	18.8	18.0
Oil Company...	1,162,547	1,201,374	3.2	5.5	5.5
Elec. Utils...	7,825,363	8,577,996	(8.8)	37.2	39.4
Railroad ...	1,796	1,958	2.1	—	—
Vessel					
Bunkering ..	5,687,130	5,724,163	(0.6)	27.0	26.3
Military ...	222,230	227,262	(2.2)	1.0	1.0
All other ...	768,908	605,284	27.0	3.7	2.8
U.S. Total ..	21,050,358	21,781,368	(3.4)	—	—

(a) In 1984, Energy Information Administration revised its sampling procedures and re-allocated some volumes in some categories; hence these data are not comparable in many respects to similar tables in earlier Factbook issues.

Source: Energy Information Administration, "Deliveries of Fuel Oil and Kerosine, 1983 and 1984," Petroleum Marketing Monthly, June 1985.

How Kerosine Was Used in 1984

(Add 000 gal.)

Use (a)	1984	1983	% Change	% Share of Total Kerosine Use in 1984	% Share of Total Kerosine Use in 1983
Residential ...	516,393	632,499	(18.4%)	29.1%	32.2%
Commercial ...	799,748	842,479	5.0	45.1	42.9
Industrial ...	241,425	241,509	—	13.6	12.3
Farm ...	32,167	34,553	(6.9)	1.8	1.8
All other ...	182,037	213,745	(14.8)	10.3	10.9
U.S. Total ..	1,771,770	1,964,784	(9.8)	—	—

(a) In 1984, Energy Information Administration revised its sampling procedures and re-allocated some volumes in some categories; hence these data are not comparable in many respects to similar tables in earlier Factbook issues.

Source: Energy Information Administration, "Deliveries of Fuel Oil and Kerosine in 1983 and 1984," Petroleum Marketing Monthly, June 1985.

How New Homes Are Heated

Fuel Oil got 16% of the new home construction in New England in 1985, down 1% from the preceding year. It was wiped out in the North Central area, the South and the West. Its nationwide growth was 2%, the same as in 1984.

Region	New Homes Completed (Add 000)	Share of New Homes by Fuels and Percentages			
		Gas	Electric	Oil	Other
Northeast	129	41%	36%	16%	7%
North Central ...	156	71	19	—	9
South	506	33	64	—	2
West	233	55	39	—	6
Total 1984 ...	1,025	45%	48%	2%	5%
Total 1983 ...	924	43%	49%	2%	6%

Source: U.S. Department of Commerce, Construction Reports C25-84-13, published July 1985.

Gas: Who Uses It for Heat

Gas added more than 713 million new customers in 1984, halting the two-year downtrend in net additions. Even conversions from other fuels showed an increase for the first time in two years. New-home additions were up 29% in 1984, conversions 4% and the net, 28%, American Gas Assn.'s annual home-heating survey says.

Region	% of Gas-Heated Homes to Total Gas-Using Homes	Consumers Added in 1984 (Add 000)		
		New Homes	Existing Homes	Total Added
New England	67.1%	11.4	17.2	28.6
Mid-Atlantic	63.9	51.2	43.7	94.9
East North Central	94.2	74.2	29.5	103.7
West North Central	95.3	48.6	7.0	55.6
South Atlantic	90.8	52.9	20.8	73.7
East South Atlantic	97.8	19.6	2.8	22.4
West South Atlantic	96.2	61.6	2.2	63.8
Mountain	99.3	63.6	2.4	66.0
Pacific	92.2	193.3	11.4	204.7
Total	88.3%	576.4	137.0	713.4
% Change '84 vs. '83 ..	—	+29.1%	+4.3%	+27.9%

Source: American Gas Assn., Home Heating Survey, 1984.

Gas Heat Equipment Shipments

The upswing of recent years flattened out appreciably for gas-fired equipment sales in 1985, according to Gas Appliance Manufacturers Assn. Central heating furnaces declined 1.5% but boilers rose 7%.

Class and Type of Equipment	1985	1984	% Change
Central Heating:			
Furnaces	1,822,295	1,849,200	(1.5%)
Boilers	192,455	179,870	7.0
Space Heating:			
Wall Furnaces Vented	206,430	179,310	15.1
RV Systems	201,702	190,470	5.9
Water Heaters:			
Gas	3,528,931	3,502,053	0.8
Electric	3,425,283	3,480,845	(0.8)
Oil (a)	34,000	30,000	13.3

(a) Estimated by fuel oil industry sources for comparison.
Source: Gas Appliance Manufacturers Assn.

Distillate Sales in 1984 . . .

(Add 000 gal.)

Destination	Residential		Commercial		Industrial	
	1983	1984	1983	1984	1983	1984
PAD District 1						
New England States						
Connecticut	392,233	399,801	136,572	139,207	33,836	34,489
Maine	136,803	139,442	59,117	60,258	14,267	14,542
Massachusetts	741,292	755,594	229,776	234,209	27,001	27,522
New Hampshire	127,608	130,070	17,070	17,399	3,994	4,071
Rhode Island	122,099	124,455	24,367	24,837	8,179	8,337
Vermont	84,590	86,222	17,848	18,192	5,598	5,706
Central Atlantic States						
Delaware	57,620	58,731	12,762	13,008	9,204	9,381
District of Columbia	23,387	23,838	41,916	42,725	344	351
Maryland	255,928	260,866	117,710	119,981	45,066	45,936
New Jersey	677,065	690,128	302,479	308,315	59,491	60,639
New York	1,241,065	1,265,010	503,453	513,166	105,108	107,136
Pennsylvania	873,817	890,676	240,928	245,576	125,802	128,229
Lower Atlantic States						
Florida	20,847	21,249	91,384	93,147	60,893	62,068
Georgia	9,489	9,672	91,225	92,985	33,414	34,058
North Carolina	235,597	240,142	123,761	126,149	51,932	52,934
South Carolina	49,560	50,517	35,111	35,789	24,570	25,044
Virginia	227,743	232,137	115,672	117,903	52,726	53,743
West Virginia	20,830	21,232	22,460	22,894	54,364	55,413
Total	5,297,573	5,399,783	2,183,611	2,225,741	715,788	729,599
PAD District 2						
Illinois	81,323	87,290	199,285	213,906	55,114	59,159
Indiana	102,030	109,516	130,528	140,105	77,494	83,180
Iowa	42,792	45,932	51,610	55,396	12,198	13,091
Kansas	1,797	1,929	38,793	41,639	18,693	17,917
Kentucky	28,683	30,766	66,663	71,769	68,429	73,449
Michigan	208,595	223,900	105,049	112,756	80,443	84,876
Minnesota	132,146	141,842	115,546	124,024	26,916	28,891
Missouri	29,624	31,797	88,445	73,467	22,491	24,141
Nebraska	10,464	11,232	35,105	37,681	5,845	6,274
North Dakota	38,632	41,467	17,834	19,142	13,713	14,719
Ohio	131,605	141,260	150,880	161,950	97,788	104,963
Oklahoma	3,171	3,403	25,209	27,059	71,160	76,381
South Dakota	25,644	27,526	9,195	9,870	4,235	4,548
Tennessee	11,042	11,853	83,962	90,123	26,088	27,980
Wisconsin	209,255	224,808	158,688	170,309	17,992	19,312
Total	1,056,783	1,134,319	1,256,973	1,349,197	576,788	618,881
PAD District 3						
Alabama	1,905	1,859	40,276	39,313	62,929	61,424
Arkansas	37	36	63,985	62,455	19,808	18,358
Louisiana	121	118	89,283	87,148	61,496	60,026
Mississippi	192	187	37,816	36,912	58,328	56,931
New Mexico	715	698	20,539	20,047	52,711	51,451
Texas	14,532	14,185	377,835	368,799	246,724	240,824
Total	17,501	17,003	629,734	614,674	500,995	499,014
PAD District 4						
Colorado	5,760	5,847	34,499	35,020	26,132	26,527
Idaho	24,770	25,144	18,771	17,024	15,375	15,607
Montana	18,982	19,249	46,616	47,321	19,498	19,793
Utah	6,915	7,020	33,173	33,675	41,090	41,712
Wyoming	13,372	13,574	9,376	9,518	39,328	39,923
Total	68,779	70,835	140,435	142,598	141,423	143,562
PAD District 5						
Alaska	50,390	56,604	43,928	49,346	22,010	24,724
Arizona	23	26	9,096	10,217	42,712	47,980
California	5,364	6,026	289,103	324,757	132,790	149,166
Hawaii	28	31	4,164	4,677	1,940	2,179
Nevada	9,189	10,322	14,670	16,480	20,124	22,605
Oregon	77,887	87,492	75,699	85,259	64,841	72,837
Washington	113,672	127,690	72,838	81,821	50,066	56,241
Total	256,552	288,192	509,698	572,556	334,482	375,732
U.S. Total	6,698,189	6,910,221	4,720,451	4,904,727	2,269,266	2,356,767

... By Categories and Uses

(Add 000 gal.)

Destination	Oil Company		Farm		Electric Utility	
	1983	1984	1983	1984	1983	1984
PAD District 1						
New England States						
Connecticut	961	979	2,500	2,549	642	897
Maine	149	152	4,672	4,762	10	14
Massachusetts	1,078	1,098	3,368	3,433	6,945	9,702
New Hampshire	30	31	1,947	1,985	94	132
Rhode Island	569	580	836	852	1,081	1,510
Vermont	92	93	3,073	3,132	720	1,005
Central Atlantic States						
Delaware	703	717	4,361	4,445	4,678	6,534
District of Columbia	243	248	—	—	23,710	33,121
Maryland	3,864	3,939	16,404	16,720	31,072	43,404
New Jersey	7,734	7,883	7,859	8,011	17,530	24,487
New York	3,825	3,899	33,120	33,759	4,012	5,604
Pennsylvania	7,856	8,007	35,644	36,332	34,528	48,231
Lower Atlantic States						
Florida	2,720	2,772	61,078	62,257	28,374	39,636
Georgia	720	734	59,510	60,658	11,101	15,506
North Carolina	541	552	45,762	46,645	13,695	19,131
South Carolina	1,093	1,114	20,083	20,471	5,020	7,012
Virginia	2,074	2,114	28,704	29,258	14,844	20,735
West Virginia	4,774	4,866	2,451	2,498	7,845	10,958
Total	39,025	39,778	331,372	337,418	205,900	287,619
PAD District 2						
Illinois	15,589	16,733	150,371	16,404	45,886	64,096
Indiana	4,455	4,782	75,440	80,975	9,639	13,454
Iowa	1,531	1,643	130,830	140,429	2,408	3,364
Kansas	10,451	11,218	96,539	103,623	4,481	6,239
Kentucky	12,574	13,497	36,136	38,787	6,539	9,134
Michigan	2,987	3,207	63,161	67,795	29,302	40,932
Minnesota	455	489	99,637	106,947	879	1,226
Missouri	2,213	2,375	77,579	83,271	5,021	7,014
Nebraska	148	159	126,286	135,552	2,317	3,236
North Dakota	3,072	3,298	77,266	82,935	2,745	3,834
Ohio	6,376	6,844	50,352	54,046	8,128	11,354
Oklahoma	69,368	74,458	45,783	49,148	551	770
South Dakota	14	15	62,459	66,308	470	655
Tennessee	2,011	2,169	37,450	40,138	65,543	91,558
Wisconsin	473	507	94,951	101,917	3,565	4,980
Total	131,719	141,383	1,214,241	1,303,330	187,455	261,833
PAD District 3						
Alabama	4,303	4,200	43,443	42,405	5,216	7,286
Arkansas	5,125	5,003	153,823	150,144	9,973	13,931
Louisiana	186,080	181,630	46,425	45,315	7,841	10,953
Mississippi	21,391	20,879	62,415	60,922	5,394	7,536
New Mexico	13,292	12,974	9,524	9,296	21	29
Texas	382,490	373,343	338,800	330,698	8,355	11,672
Total	612,681	598,029	654,430	638,780	36,801	51,407
PAD District 4						
Colorado	8,918	9,053	76,015	77,184	3,017	4,218
Idaho	135	137	58,443	59,327	34	48
Montana	13,075	13,272	54,416	55,238	281	382
Utah	5,588	5,672	8,172	8,296	5,048	7,052
Wyoming	26,133	26,528	17,755	17,933	1,431	1,998
Total	63,849	64,664	206,802	211,988	9,811	13,738
PAD District 5						
Alaska	3,898	4,378	865	971	13,683	19,114
Arizona	437	491	24,859	27,925	1,258	1,757
California	58,118	65,285	299,600	336,548	9,021	12,601
Hawaii	271	305	9,595	10,779	26,859	37,519
Nevada	547	614	8,976	10,083	1,309	1,828
Oregon	924	1,039	38,938	43,796	217	303
Washington	1,955	2,197	46,719	52,481	935	1,306
Total	66,150	74,308	429,603	482,583	53,282	74,426
U.S. Total	903,424	908,162	2,836,448	2,974,418	492,248	689,012

Distillate Sales in 1984 . . .

(Add 000 gal.)

Destination	Railroad		Vessel Bunkering		On-Highway	
	1983	1984	1983	1984	1983	1984
PAD District 1						
New England States						
Connecticut	673	727	1,489	1,518	127,457	183,583
Maine	5,221	5,637	585	596	78,823	116,662
Massachusetts	42,271	45,640	16,137	16,448	223,034	252,545
New Hampshire	83	90	20	20	33,503	40,593
Rhode Island	2,199	2,375	3,656	3,726	29,534	32,809
Vermont	1,537	1,680	5	5	28,296	36,274
Central Atlantic States						
Delaware	4,863	5,251	479	488	43,006	46,602
District of Columbia	5,580	6,024	9	10	20,548	21,393
Maryland	30,299	32,715	16,576	16,896	218,826	208,168
New Jersey	22,145	23,911	51,655	52,652	408,698	436,162
New York	8,578	9,262	11,098	11,312	397,602	439,452
Pennsylvania	59,580	64,330	13,855	14,123	684,096	734,690
Lower Atlantic States						
Florida	94,164	101,670	98,694	100,598	630,205	664,162
Georgia	94,169	101,676	16,304	16,618	568,654	633,818
North Carolina	59,518	64,282	16,080	16,390	457,351	501,663
South Carolina	24,243	26,176	6,991	7,125	259,424	291,490
Virginia	139,954	151,111	25,336	25,825	398,597	408,060
West Virginia	30,450	32,877	129,120	131,611	113,756	123,877
Total	625,527	675,394	406,086	415,963	4,721,410	5,172,003
PAD District 2						
Illinois	182,389	207,727	71,542	76,791	574,290	574,186
Indiana	158,709	149,757	4,901	5,153	595,052	692,209
Iowa	48,054	49,725	2,045	3,185	285,802	313,635
Kansas	182,048	174,986	—	—	232,404	252,239
Kentucky	104,507	112,836	162,399	174,314	310,950	335,968
Michigan	40,053	43,247	1,109	1,191	401,679	425,802
Minnesota	41,970	45,316	8,837	7,338	287,189	284,688
Missouri	73,342	79,180	12,852	13,794	386,610	438,179
Nebraska	109,586	108,605	—	—	187,336	181,963
North Dakota	1,767	48,177	—	—	54,330	90,792
Ohio	517	170,614	4,784	5,135	747,779	810,535
Oklahoma	526	53,476	—	—	371,783	401,738
South Dakota	4,738	5,115	—	—	95,227	95,895
Tennessee	142,041	153,364	25,524	27,387	458,247	503,273
Wisconsin	19,610	21,173	7,562	8,117	321,756	342,906
Total	1,316,269	1,421,299	288,486	321,457	5,333,174	5,744,612
PAD District 3						
Alabama	71,211	76,888	32,122	31,354	314,265	345,705
Arkansas	24,575	26,535	1,967	1,920	249,909	285,945
Louisiana	76,291	82,373	404,985	395,300	335,755	362,139
Mississippi	21,084	22,765	54,584	53,278	231,107	268,572
New Mexico	6,368	6,873	—	—	148,780	168,017
Texas	362,041	412,498	155,939	152,210	1,457,074	1,514,092
Total	581,569	627,932	649,598	643,063	2,738,890	2,944,470
PAD District 4						
Colorado	66,848	71,959	—	—	199,801	202,150
Idaho	16,748	20,242	—	—	70,359	83,509
Montana	70,089	75,676	—	—	102,287	113,853
Utah	33,599	36,267	—	—	114,504	130,617
Wyoming	40,239	43,447	—	—	108,104	104,249
Total	226,519	247,591	—	—	595,055	644,378
PAD District 5						
Alaska	3,824	4,128	44,360	49,653	94,673	98,646
Arizona	63,060	68,067	—	—	201,348	228,929
California	183,015	197,605	165,133	185,498	1,281,746	1,399,256
Hawaii	365	394	20,532	23,064	16,440	17,546
Nevada	47,953	51,776	—	—	82,034	77,184
Oregon	108,871	118,630	16,025	16,001	257,732	195,543
Washington	40,824	44,078	39,327	44,177	251,921	275,452
Total	448,911	484,698	285,387	320,994	2,165,894	2,292,560
U.S. Total	3,201,677	3,486,915	1,842,539	1,892,046	15,544,223	16,797,423

... By Categories and Uses (Continued)

(Add 000 gal.)

Destination	Military		Off-Highway		All Other		Total	
	1983	1984	1983	1984	1983	1984	1983	1984
PAD District 1								
New England States								
Connecticut	181	185	5,339	5,442	9,292	9,471	711,176	778,847
Maine	281	266	5,623	5,732	2,133	2,174	307,684	350,238
Massachusetts	1,627	1,656	13,592	13,854	11,181	11,397	1,317,301	1,373,101
New Hampshire	70	72	4,685	4,775	754	768	189,858	200,008
Rhode Island	599	610	3,972	4,049	1,816	1,851	198,907	205,991
Vermont	38	38	3,120	3,180	391	387	143,194	153,732
Central Atlantic States								
Delaware	632	644	3,261	3,324	225	229	141,794	149,356
District of Columbia	93	94	427	435	48	49	116,305	128,288
Maryland	2,951	3,008	23,182	23,629	10,106	10,301	771,985	785,563
New Jersey	1,930	1,967	20,322	20,714	57,601	58,713	1,634,509	1,693,580
New York	2,165	2,207	43,671	44,514	20,372	20,785	2,374,070	2,456,086
Pennsylvania	3,943	4,019	65,797	67,066	28,205	28,749	2,174,051	2,270,029
Lower Atlantic States								
Florida	11,009	11,221	49,241	50,191	17,513	17,851	1,186,121	1,226,821
Georgia	2,441	2,489	29,272	29,836	4,214	4,298	920,513	1,002,347
North Carolina	3,741	3,813	20,830	21,231	8,480	8,585	1,034,288	1,098,487
South Carolina	2,380	2,425	13,725	13,990	2,658	2,708	444,858	483,860
Virginia	5,319	5,422	35,490	36,175	7,196	7,335	1,053,655	1,089,818
West Virginia	1,966	2,003	27,694	28,228	1,334	1,359	417,043	437,817
Total	41,342	42,140	388,243	378,367	180,408	183,888	16,119,286	16,888,038
PAD District 2								
Illinois	48,252	49,646	53,358	57,274	5,749	5,171	1,461,111	1,574,389
Indiana	1,864	1,785	19,685	21,140	4,727	5,074	1,164,235	1,307,182
Iowa	49	53	12,809	13,427	3,119	4,282	591,614	543,171
Kansas	509	547	13,707	13,688	8,000	8,887	584,683	632,837
Kentucky	2,009	2,156	58,183	60,373	3,345	3,582	858,968	928,544
Michigan	3,836	4,224	24,383	28,172	5,333	5,724	946,031	1,019,837
Minnesota	629	686	16,412	17,616	2,710	2,908	731,336	781,863
Missouri	1,878	2,120	21,055	22,600	613	873	704,621	776,821
Nebraska	674	723	12,614	13,540	4,903	5,328	486,339	504,312
North Dakota	2,050	2,201	5,921	6,256	102	109	288,433	311,026
Ohio	536	575	35,862	36,486	3,309	3,551	1,380,545	1,507,314
Oklahoma	535	574	47,912	51,427	13,688	14,871	686,648	753,100
South Dakota	336	361	3,780	4,074	387	416	187,501	204,782
Tennessee	4,522	4,854	75,820	77,822	21,448	23,019	903,777	1,003,588
Wisconsin	1,417	1,521	17,080	18,333	4,417	4,741	858,746	918,429
Total	67,104	72,027	203,897	206,178	63,548	69,247	11,886,588	13,847,264
PAD District 3								
Alabama	3,392	3,311	60,331	58,869	9,801	9,566	649,195	682,201
Arkansas	1,178	1,150	28,475	27,794	4,488	4,391	562,354	597,662
Louisiana	703	686	82,064	80,101	15,374	15,007	1,306,419	1,320,796
Mississippi	435	424	59,859	58,427	6,250	6,101	556,853	582,935
New Mexico	634	619	23,165	22,615	5,860	5,720	281,610	296,339
Texas	272,002	265,497	239,122	233,404	150,757	147,152	4,025,672	4,084,372
Total	278,344	271,888	493,020	481,230	182,541	187,836	7,384,104	7,988,384
PAD District 4								
Colorado	2,297	2,332	56,770	57,327	4,782	4,934	458,417	476,433
Idaho	1,399	1,420	10,036	10,131	4,982	5,058	221,065	247,704
Montana	917	931	13,623	13,829	33,312	33,816	373,076	383,372
Utah	1,006	1,023	17,367	17,690	4,821	4,894	371,278	383,657
Wyoming	470	477	45,574	46,263	9,430	9,572	303,213	307,486
Total	6,091	6,183	133,374	135,240	57,307	58,174	1,627,089	1,716,658
PAD District 5								
Alaska	6,957	7,815	7,822	8,786	4,360	4,898	296,790	329,205
Arizona	744	835	25,498	28,642	235	264	369,269	415,152
California	238,187	267,562	135,073	151,731	96,194	108,056	2,873,345	3,204,094
Hawaii	15,326	17,219	2,172	2,440	19	21	67,713	116,178
Nevada	3,039	3,414	33,920	36,103	1,017	1,142	222,778	233,553
Oregon	1,643	1,846	22,955	25,786	8,953	10,057	675,934	690,588
Washington	4,968	5,580	40,130	45,089	24,684	27,728	686,048	783,840
Total	270,886	304,371	267,578	306,577	136,463	152,108	5,223,876	5,723,888
U.S. Total	683,378	696,389	1,616,722	1,673,891	648,968	671,814	41,240,882	43,731,114

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1986.

Kerosine Sales in 1984 . . .

(Add 000 gal.)

Destination	Residential		Commercial		Industrial	
	1983	1984	1983	1984	1983	1984
PAD District 1						
New England States.....						
Connecticut.....	8,176	5,391	2,882	1,897	986	637
Maine.....	11,192	7,360	2,844	1,875	154	102
Massachusetts.....	5,897	4,848	1,507	994	399	593
New Hampshire.....	9,099	8,000	230	152	71	47
Rhode Island.....	2,410	1,599	120	79	2	1
Vermont.....	8,029	5,954	373	246	95	63
Central Atlantic States.....						
Delaware.....	9,997	8,593	391	251	449	295
District of Columbia.....	4	2	244	161	76	50
Maryland.....	23,034	15,189	1,721	1,135	713	470
New Jersey.....	13,032	8,390	2,142	1,412	1,259	830
New York.....	52,856	41,450	54,148	35,707	2,567	1,993
Pennsylvania.....	52,908	34,890	15,344	10,119	3,471	2,289
Lower Atlantic States.....						
Florida.....	12,995	8,599	27,155	17,997	610	402
Georgia.....	4,320	2,948	1,197	799	499	309
North Carolina.....	50,978	35,917	3,954	2,608	8,389	4,213
South Carolina.....	21,256	14,017	991	653	3,075	2,028
Virginia.....	49,853	32,743	2,424	1,599	1,387	915
West Virginia.....	10,774	7,105	2,576	1,699	2,184	1,440
Total.....	298,611	239,479	193,219	79,272	24,839	16,377
PAD District 2						
Illinois.....	7,677	7,997	792	815	12,395	12,912
Indiana.....	17,057	17,798	15,699	16,342	6,752	7,034
Iowa.....	2,270	2,395	175	182	993	1,034
Kansas.....	1,238	1,290	418	435	34	35
Kentucky.....	39,266	39,662	8,024	8,359	10,920	11,379
Michigan.....	19,470	19,240	709	738	1,693	1,733
Minnesota.....	3,826	3,999	99	102	182	189
Missouri.....	2,897	3,018	1,450	1,511	1,101	1,146
Nebraska.....	1,944	2,026	299	280	10	10
North Dakota.....	777	809	14	15	53	55
Ohio.....	36,636	36,373	14,504	15,109	20,006	20,841
Oklahoma.....	536	558	542	594	2,294	2,390
South Dakota.....	1,136	1,183	22	23	—	—
Tennessee.....	30,607	31,983	8,001	8,335	4,856	5,058
Wisconsin.....	3,405	3,547	348	383	327	340
Total.....	199,942	173,906	81,944	83,173	61,595	64,194
PAD District 3						
Alabama.....	25,257	25,778	3,990	4,042	19,323	19,897
Arkansas.....	37,078	37,842	72,217	73,705	7,532	7,867
Louisiana.....	3,851	3,930	3,300	3,399	39,799	27,350
Mississippi.....	4,702	4,799	4,270	4,355	3,402	3,472
New Mexico.....	12,036	12,295	49,802	50,325	14,973	15,281
Texas.....	4,705	4,802	494,747	504,945	39,623	40,439
Total.....	67,639	69,435	698,996	691,343	193,719	194,837
PAD District 4						
Colorado.....	9,455	9,947	1,128	917	39	26
Idaho.....	130	94	203	147	80	58
Montana.....	606	439	8	6	117	85
Utah.....	1,665	1,206	351	254	391	293
Wyoming.....	135	99	534	399	325	235
Total.....	11,990	8,683	2,223	1,619	649	687
PAD District 5						
Alaska.....	104	112	219	236	74	80
Arizona.....	99	106	99	102	63	69
California.....	2,277	2,451	4,772	5,139	1,413	1,522
Hawaii.....	—	—	49	52	—	—
Nevada.....	1,797	1,895	133	143	62	69
Oregon.....	1,156	1,247	1,890	2,034	70	11
Washington.....	1,894	2,040	11,395	16,750	49,807	53,639
Total.....	7,329	7,869	22,793	24,467	61,439	65,369
U.S. Total.....	632,499	516,383	694,479	799,749	341,599	341,425

... By Categories and Uses

(Add 000 gal.)

Destination	Farm		All Other		Total	
	1983	1984	1983	1984	1983	1984
PAC District 1						
New England States						
Connecticut	32	21	394	280	12,425	8,198
Maine	192	127	470	310	14,851	9,799
Massachusetts	70	48	671	442	10,044	8,624
New Hampshire	18	10	23	15	9,440	6,228
Rhode Island	0	0	6	4	2,540	1,675
Vermont	94	62	1,244	821	10,835	7,145
Central Atlantic States						
Delaware	6	4	513	338	11,345	7,461
District of Columbia	—	—	281	185	605	398
Maryland	203	134	1,977	1,304	27,547	19,232
New Jersey	23	19	58,875	38,817	75,325	49,872
New York	449	296	27,243	17,865	147,283	97,110
Pennsylvania	858	434	4,728	3,117	77,107	50,847
Lower Atlantic States						
Florida	151	100	958	631	41,868	27,808
Georgia	28	25	443	292	8,466	4,284
North Carolina	3,254	2,145	491	324	65,066	42,907
South Carolina	188	130	1,162	766	28,681	17,594
Virginia	1,357	895	1,889	1,100	58,489	37,251
West Virginia	877	644	898	592	17,408	11,480
Total	7,732	5,082	102,030	67,282	613,410	404,582
PAC District 2						
Illinois	1,508	1,571	4,433	4,618	26,795	27,913
Indiana	1,362	1,419	1,598	1,685	42,457	44,227
Iowa	293	308	3	3	3,734	3,890
Kansas	377	392	5,570	5,802	7,637	7,955
Kentucky	1,890	1,988	5,983	6,212	65,064	67,778
Michigan	1,479	1,541	1,056	1,100	23,376	24,351
Minnesota	1,359	1,416	265	276	5,729	5,968
Missouri	82	85	187	174	5,695	5,934
Nebraska	889	926	69	72	3,181	3,313
North Dakota	45	47	4	4	893	930
Ohio	3,880	4,042	4,372	4,555	79,600	82,920
Oklahoma	70	73	1,812	1,879	5,054	5,265
South Dakota	245	256	83	66	1,467	1,528
Tennessee	422	440	1,675	1,745	45,560	47,461
Wisconsin	578	602	315	329	4,974	5,181
Total	14,478	15,083	27,166	28,299	321,216	334,614
PAC District 3						
Alabama	1,329	1,561	1,205	1,230	42,335	43,208
Arkansas	2,560	2,843	1,247	1,272	120,862	123,148
Louisiana	528	637	15,191	15,504	49,784	50,786
Mississippi	328	345	2,355	2,404	15,067	15,376
New Mexico	785	776	3,787	3,865	81,357	83,034
Texas	3,250	3,317	57,285	58,466	599,610	611,989
Total	8,882	9,275	81,070	82,741	908,798	927,538
PAC District 4						
Colorado	624	452	66	48	11,309	8,190
Idaho	51	37	11	8	475	344
Montana	25	18	3	2	759	549
Utah	23	17	1	1	2,431	1,761
Wyoming	1,540	1,115	8	5	2,540	1,840
Total	2,283	1,639	88	64	17,514	12,684
PAC District 5						
Alaska	1	1	299	321	696	749
Arizona	12	13	7	8	278	297
California	879	937	2,699	2,906	12,031	12,858
Hawaii	—	—	8	8	56	60
Nevada	50	53	399	397	2,410	2,595
Oregon	45	48	2	2	3,095	3,332
Washington	20	21	7	8	67,294	72,452
Total	967	1,074	3,398	3,651	85,548	89,443
U.S. Total	34,883	32,187	213,745	182,037	1,948,784	1,771,870

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1985.

Residual Fuel Oil Sales in 1984 . . .

(Add 000 gal.)

Destination	Commercial		Industrial		Oil Company		Electric Utility	
	1983	1984	1983	1984	1983	1984	1983	1984
PAD District 1								
New England States								
Connecticut	36,864	39,417	77,482	69,895	—	—	1,331,585	1,214,751
Maine	33,829	30,517	191,499	172,755	235	212	14,806	13,507
Massachusetts	111,223	100,337	239,117	215,712	—	—	675,253	616,919
New Hampshire	14,113	12,732	12,649	11,591	28,942	24,305	16,574	15,120
Rhode Island	13,978	12,339	21,596	19,401	—	—	9,323	8,505
Vermont	2,171	1,958	4,951	4,466	7,295	6,644	—	—
Central Atlantic States								
Delaware	8,428	7,593	29,578	26,683	44	40	91,818	74,640
District of Columbia	22,391	20,200	99	60	—	—	—	—
Maryland	25,556	23,054	191,795	118,695	1,437	1,296	257,054	234,500
New Jersey	121,354	109,478	114,019	102,559	78,444	52,724	1,338,190	1,220,777
New York	567,223	511,702	184,187	166,108	836	757	3,231,521	2,035,727
Pennsylvania	69,705	62,882	126,537	111,422	49,237	45,013	560,058	536,286
Lower Atlantic States								
Florida	45,815	41,150	138,172	178,775	617	557	1,079,595	964,871
Georgia	23,637	21,323	132,058	119,131	363	345	2,230	2,034
North Carolina	7,696	8,943	251,893	227,237	2,777	2,505	—	—
South Carolina	3,430	3,094	132,708	119,718	29	26	—	—
Virginia	22,066	19,906	118,714	105,290	1,166	1,052	163,889	149,491
West Virginia	23	21	44,762	40,391	5,211	4,701	—	—
Total	1,188,682	1,044,853	2,919,219	1,815,469	164,996	149,176	7,789,675	7,109,128
PAD District 2								
Illinois	47,758	40,921	50,551	43,315	251,674	215,646	4,756	4,339
Indiana	48,976	41,965	81,557	69,882	1,010	866	—	—
Iowa	177	152	8,361	7,181	—	—	2	2
Kansas	230	197	71,726	61,458	1,266	1,085	—	—
Kentucky	2,033	1,742	27,514	23,575	22,988	19,697	—	—
Michigan	2,872	2,460	127,853	109,551	24,887	21,324	—	—
Minnesota	6,433	5,512	35,370	30,307	23,900	20,479	2	2
Missouri	10,715	9,181	12,536	10,742	—	—	—	—
Nebraska	—	—	4,736	4,058	3	2	—	—
North Dakota	6,334	5,428	36,723	31,466	25,079	21,489	354	323
Ohio	1,311	1,123	130,712	112,000	45,940	39,363	668	609
Oklahoma	—	—	22,606	19,370	880	737	—	—
South Dakota	2,905	2,489	2,926	2,507	—	—	—	—
Tennessee	5,688	4,873	41,751	35,774	—	—	—	—
Wisconsin	380	326	15,412	13,206	11,681	10,008	598	545
Total	136,812	116,370	670,366	574,382	409,288	350,687	5,361	5,821
PAD District 3								
Alabama	1,038	1,401	63,366	65,535	572	771	—	—
Arkansas	5,186	6,970	27,374	36,934	—	—	—	—
Louisiana	56,777	78,605	592,423	799,809	86,772	119,775	173,617	158,383
Mississippi	—	—	8,190	11,452	10,886	14,586	—	—
New Mexico	28,189	35,031	64,813	87,447	17	24	230	210
Texas	46,419	62,630	242,968	327,818	123,961	167,278	45,421	41,436
Total	137,599	185,637	889,667	1,248,602	284,299	292,534	219,268	200,029
PAD District 4								
Colorado	295	252	11,770	11,199	42	40	1,580	1,442
Idaho	882	839	3,834	3,648	—	—	—	—
Montana	7,829	7,449	7,205	6,855	41,144	39,147	—	—
Utah	10,101	9,610	36,727	34,944	12,083	11,496	—	—
Wyoming	1,501	1,428	2,700	2,569	5,154	4,904	2,286	2,086
Total	20,578	19,579	62,236	59,215	58,423	55,586	3,867	3,527
PAD District 5								
Alaska	10	9	—	—	—	—	—	—
Arizona	32	36	232	206	—	—	35,996	23,352
California	84,476	21,677	44,992	39,757	324,542	387,422	2,094	1,910
Hawaii	424	376	3,534	3,190	8,293	7,521	527,803	481,493
Nevada	489	433	2,548	2,258	491	435	111	102
Oregon	5,335	4,729	37,975	33,631	264	234	—	—
Washington	28,367	25,140	190,721	89,215	20,733	17,943	—	—
Total	29,199	52,991	188,915	166,165	354,699	393,655	685,006	606,867
U.S. Total	1,811,138	1,418,630	3,932,182	3,963,753	1,201,374	1,162,547	8,577,946	7,825,363

... By Categories and Uses

(Add 000 gal.)

Destination	Railroad		Vessel Bunkering		Military		All Other		Total	
	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984
PAD District 1										
New England States										
Connecticut	—	—	797	888	19,661	19,226	3,029	2,732	1,498,408	1,366,719
Maine	—	—	797	888	—	—	—	—	241,186	217,888
Massachusetts	—	—	6,242	5,402	882	878	4,807	4,337	1,038,335	943,442
New Hampshire	—	—	—	—	—	—	70	64	70,948	63,811
Rhode Island	—	—	—	—	—	—	—	—	44,507	40,248
Vermont	—	—	—	—	—	—	17	16	14,503	13,084
Central Atlantic States										
Delaware	—	—	17,903	15,894	8,866	5,736	8,850	7,803	152,320	138,196
District of Columbia	—	—	—	—	19,081	15,725	—	—	38,961	36,004
Maryland	—	—	84,828	74,050	280	274	1,482	1,337	502,231	453,406
New Jersey	—	—	554,221	484,947	9,913	9,693	7,353	6,633	2,203,480	1,987,108
New York	—	—	83,828	73,350	11,924	11,860	4,787	4,328	3,084,319	2,803,682
Pennsylvania	—	—	70,070	81,312	4,585	4,484	510	480	911,672	828,881
Lower Atlantic States										
Florida	—	—	184,798	161,700	89	87	460	415	1,509,340	1,367,585
Georgia	—	—	52,256	45,707	—	—	—	—	210,543	188,541
North Carolina	—	—	1,889	1,653	—	—	233	210	284,486	238,548
South Carolina	—	—	41,748	38,530	880	870	138	122	178,940	160,380
Virginia	—	—	89,798	78,574	24,884	24,137	4,566	4,119	422,882	382,589
West Virginia	—	—	—	—	—	—	—	—	49,997	45,100
Total	—	—	1,198,980	1,040,389	84,874	82,578	26,110	22,575	12,438,242	11,278,888
PAD District 2										
Illinois	2	2	2,885	4,743	700	684	6,478	5,551	364,805	315,200
Indiana	—	—	3,441	5,656	725	709	1,306	1,119	137,015	120,197
Iowa	16	14	115	189	—	—	40	35	8,732	7,573
Kansas	—	—	—	—	3,720	3,638	—	—	76,942	66,378
Kentucky	8	7	—	—	527	515	409	428	53,570	45,965
Michigan	—	—	96	93	4,521	4,421	392	336	180,581	138,185
Minnesota	—	—	2,249	3,697	—	—	2,947	2,526	70,902	62,522
Missouri	—	—	6	11	1,020	998	77	66	24,354	20,906
Nebraska	—	—	—	—	—	—	11	10	4,750	4,070
North Dakota	20	17	—	—	—	—	571	489	60,081	59,211
Ohio	—	—	890	1,447	—	—	3,036	2,602	182,547	157,145
Oklahoma	—	—	—	—	—	—	—	—	23,486	20,107
South Dakota	—	—	—	—	—	—	337	289	6,168	5,285
Tennessee	—	—	—	—	—	—	58	50	47,496	40,697
Wisconsin	999	856	4,421	7,288	—	—	3,281	2,812	36,772	36,021
Total	1,045	896	14,053	23,103	11,213	10,964	19,038	16,311	1,257,182	1,098,552
PAD District 3										
Alabama	81	83	68,818	62,848	24,567	23,947	24	32	158,096	174,318
Arkansas	—	—	—	—	—	—	—	—	32,540	43,904
Louisiana	7	0	780,527	712,840	9,145	8,943	194,889	208,886	1,855,887	2,004,251
Mississippi	—	—	80,619	73,807	—	—	—	—	99,999	99,794
New Mexico	11	15	—	—	—	—	56,938	76,819	150,135	202,548
Texas	—	—	1,134,155	1,035,511	58,198	57,353	289,297	390,326	1,920,440	2,002,351
Total	78	107	2,063,918	1,884,407	71,731	70,143	680,868	675,766	6,217,138	6,887,124
PAD District 4										
Colorado	716	681	—	—	—	—	—	—	14,374	13,614
Idaho	—	—	—	—	—	—	9	9	4,725	4,495
Montana	118	112	—	—	—	—	3,248	3,090	59,544	56,653
Utah	—	—	—	—	13,198	12,906	810	771	72,919	69,727
Wyoming	—	—	—	—	—	—	5,217	4,964	16,859	15,961
Total	834	793	—	—	13,198	12,906	9,284	8,833	168,420	160,440
PAD District 5										
Alaska	—	—	2,511	2,789	—	—	—	—	2,321	2,808
Arizona	—	—	—	—	—	—	—	—	35,862	23,586
California	—	—	2,179,103	2,429,224	21,411	20,937	29,907	26,487	2,626,425	2,827,419
Hawaii	—	—	51,894	57,628	14,888	14,589	8,438	7,474	615,278	572,181
Nevada	—	—	—	—	148	142	10	9	3,795	3,377
Oregon	—	—	149,066	186,176	—	—	844	747	193,488	205,517
Washington	—	—	74,838	83,429	—	—	798	707	225,021	218,430
Total	—	—	2,457,312	2,759,256	26,448	25,628	39,869	35,694	3,688,386	3,681,315
U.S. Total	1,938	1,796	5,734,183	5,667,130	227,262	222,230	805,284	798,908	21,791,368	21,080,358

Source: Energy Information Agency, Petroleum Marketing Monthly, July 1986.

U.S. Sales of Distillate Fuel Oil by Uses

(Add 000 bbl.)

Year	Residential	Commercial	Industrial	Farm	Oil Company	Electric Utilities	Diesel	Other	Total
1984 (a)	164,529	116,729	56,113	70,819	21,023	16,405	439,786	130,173	1,041,217
1983 (a)	159,481	112,382	54,030	67,582	21,510	11,744	408,594	131,142	981,926
1982	180,780	75,669	71,340	66,653	29,482	12,134	373,124	164,253	974,664
1981	197,400	78,663	80,218	69,965	29,165	18,192	378,853	180,302	1,032,476
1980	227,251	92,136	86,089	73,815	24,265	31,812	377,136	178,355	1,066,709
1979	270,306	99,723	99,583	84,925	22,043	46,578	362,614	196,600	1,214,374

(a) In 1984, (as of 1979), Energy Information Administration revised some of its sampling procedures and adjusted some of the categories to reflect market volumes. Thus the 1984 and 1983 data are estimates and may not be truly comparable to 1982 and the preceding years. For early data, see the 1985 NPN Factbook.

U.S. Sales of Residual Fuel Oil by Uses

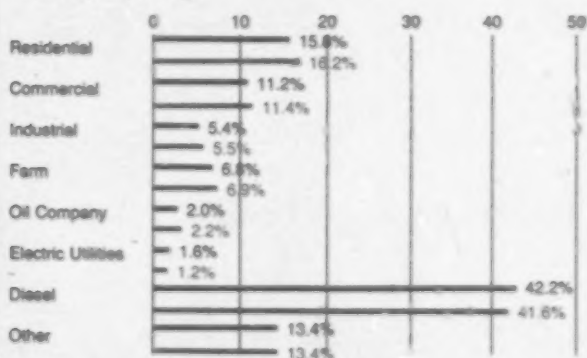
(Add 000 bbl.)

Year	Vessel Bunkering	Electric Utilities	Railroads	Oil Companies	Industrial	Commercial	Military	Other	Total
1984 (a) ..	135,408	198,318	48	27,680	94,375	38,777	5,291	18,307	501,199
1983 (a) ..	136,298	204,238	47	28,804	93,624	36,979	5,411	14,412	518,604
1982	152,946	227,419	170	46,319	122,618	65,781	7,829	4,784	626,510
1981	188,639	325,498	178	51,870	117,024	67,035	7,008	4,795	762,030
1980	213,131	390,105	665	59,519	163,564	98,034	8,066	4,382	937,466
1979	190,543	486,636	245	51,982	198,759	82,729	7,736	16,900	1,034,610

(a) See Footnote (a) above.

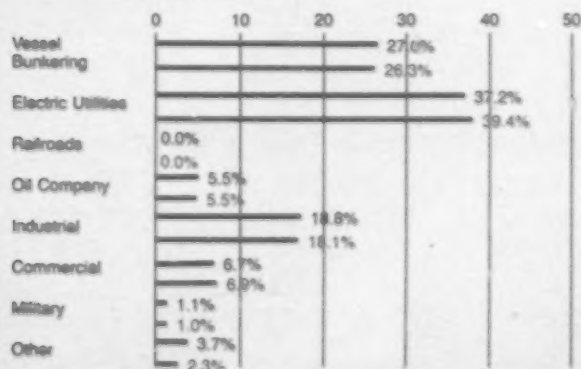
Sales of Distillates by Use As Percent of Total

1984 = 1,041,217 bbl.



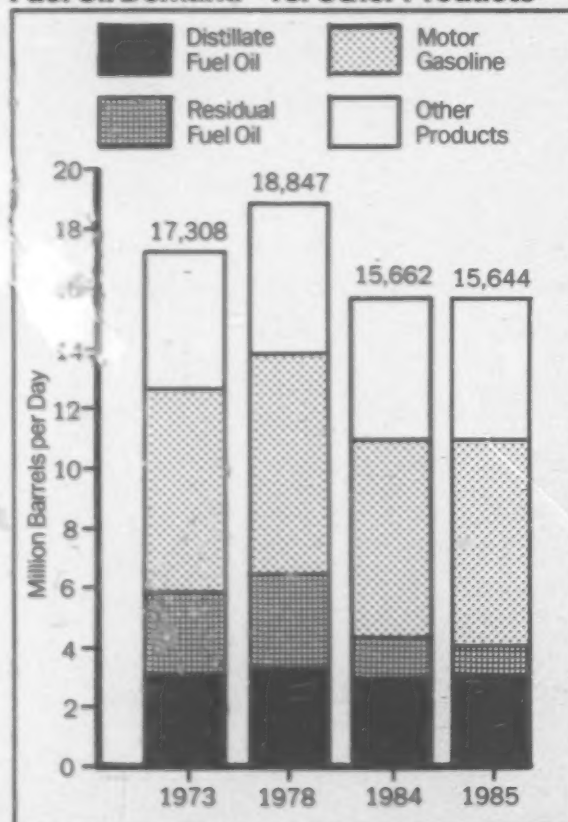
Sales of Residuals by Use As Percent of Total

1984 = 501,199,000 bbl.



Source: Sales of Fuel Oil and Kerosene in 1984, Energy Information Administration, Petroleum Marketing Monthly, July 1985.

Fuel Oil Demand vs. Other Products



N.B.—1978 was peak year of consumption for all products, including distillates and gasoline. Peaks for residual and other products at slightly higher levels came in 1979.

Source: Energy Information Administration data from Monthly Energy Review; Graph by NPN.

How Fuel Oil Marketers Evaluate Issues and Problems

Government Interference

	Critical	Very Important	Important	Not Important
New England	34.3%	28.1%	21.9%	15.7%
Mid-Atlantic	33.2	31.3	19.4	16.1
South	31.3	31.3	25.0	12.4
Midwest	48.0	30.0	12.0	10.0
West	57.9	26.3	—	15.8
All Sectors	40.9%	29.4%	15.7%	14.0%

Strong Internal Controls

	Critical	Very Important	Important	Not Important
New England	12.5%	18.8%	25.0%	43.7%
Mid-Atlantic	4.5	19.4	34.3	41.8
South	6.3	31.3	12.5	49.9
Midwest	6.0	22.0	24.0	48.0
West	5.3	21.1	42.1	31.5
All Sectors	6.9%	22.5%	27.6%	43.0%

Competition from Utilities

	Critical	Very Important	Important	Not Important
New England	21.9%	21.9%	21.9%	34.3%
Mid-Atlantic	29.9	28.3	14.9	26.9
South	37.5	12.5	25.0	25.0
Midwest	32.0	30.0	22.0	16.0
West	47.4	26.3	5.3	21.0
All Sectors	33.7%	23.8%	17.8%	24.6%

Ability to Increase Sales

	Critical	Very Important	Important	Not Important
New England	28.1%	40.6%	21.9%	9.4%
Mid-Atlantic	23.9	43.3	17.9	14.9
South	25.0	50.0	6.3	18.7
Midwest	34.0	36.0	20.0	10.0
West	47.4	26.3	10.5	15.8
All Sectors	31.7%	39.2%	15.3%	13.8%

Competition from Majors

	Critical	Very Important	Important	Not Important
New England	18.8%	21.9%	28.1%	31.2%
Mid-Atlantic	13.4	20.9	16.4	49.3
South	12.5	31.3	18.8	37.4
Midwest	14.0	34.0	28.0	24.0
West	36.8	15.8	10.5	36.9
All Sectors	19.1%	24.8%	20.4%	35.8%

Hire/Retain Good People

	Critical	Very Important	Important	Not Important
New England	50.0%	34.3%	9.4%	6.3%
Mid-Atlantic	22.4	37.3	17.4	22.4
South	12.5	37.5	12.5	37.5
Midwest	16.0	32.0	24.0	28.0
West	45.5	47.4	5.3	1.8
All Sectors	29.3%	37.7%	13.8%	19.2%

Declining Supplier Population

	Critical	Very Important	Important	Not Important
New England	3.1%	28.1%	37.5%	31.3%
Mid-Atlantic	5.9	14.9	33.2	46.0
South	12.5	6.3	12.5	68.7
Midwest	6.0	16.0	36.0	42.0
West	10.5	15.8	15.8	57.9
All Sectors	7.6%	16.2%	27.0%	49.2%

Reduction in Company Overhead

	Critical	Very Important	Important	Not Important
New England	15.6%	37.5%	31.3%	15.6%
Mid-Atlantic	17.9	41.8	19.4	20.9
South	18.8	6.3	31.3	43.6
Midwest	28.0	38.0	26.0	8.0
West	31.6	36.8	21.1	10.5
All Sectors	22.4%	32.1%	25.6%	19.7%

Industry Profile—1985

Average Size of Business

	No. Residential Fuel Oil Accts.	No. C/I Customers	Vol. Distillate	Vol. Residual	Vol. Gasoline	No. Employees
New England.....	1,385	135	1,565,968 gal.	1,508,333 gal.	1,238,571 gal.	11.8
Mid-Atlantic.....	1,418	112	2,129,259	2,230,000	2,626,345	12.8
South.....	702	85	919,813	N.R.	3,092,000	7.8
Midwest.....	493	97	1,280,310	943,000	1,418,250	11.3
West.....	2,318	248	2,113,368	307,895	1,834,474	12.9
All Sections.....	1,282	131	1,801,744 gal.	1,347,307 gal.	2,041,928 gal.	11.3

N.R.—Not Reported

Petroleum Products Sold (% of Total Volume)

	No. 2	No. 1	No. 4	No. 5 & 6
New England.....	77.3%	7.7%	2.9%	1.0%
Mid-Atlantic.....	65.4	5.3	1.6	1.2
South.....	51.2	11.6	"	"
Midwest.....	39.3	8.1	"	"
West.....	58.8	7.0	0.5	0.6
All Sections.....	58.0%	7.9%	1.0%	0.8%

	No. 2 for Diesel	Gasoline	LPG/LNG	Other
New England.....	2.6%	8.9%	2.3%	"
Mid-Atlantic.....	9.8	13.8	0.2	1.1
South.....	7.1	28.5	1.4	"
Midwest.....	14.1	37.1	"	1.1
West.....	18.6	27.1	"	"
All Sections.....	10.4%	23.1%	0.8%	0.4%

*Less than .1%

Percent of Dealers Selling, Installing and Servicing Equipment

	Residential				
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England.....	97.6%	18.5%	96.3%	81.5%	70.4%
Mid-Atlantic.....	96.0	18.0	86.0	84.0	52.0
South.....	23.5	"	5.9	"	"
Midwest.....	32.7	17.3	23.1	25.0	17.3
West.....	68.4	10.5	15.8	26.3	26.3
All Sections.....	82.6%	12.9%	45.4%	43.4%	33.2%

	Commercial/Industrial				
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England.....	59.3%	11.1%	55.6%	51.9%	33.3%
Mid-Atlantic.....	96.0	12.0	32.0	46.0	32.0
South.....	17.6	"	"	"	"
Midwest.....	23.1	11.5	17.3	9.8	9.8
West.....	36.8	15.8	15.8	21.1	15.8
All Sections.....	38.8%	10.1%	24.1%	25.7%	18.1%

*Less than .1%

The Service Department—A Bird's Eye View

	Have Service Depts.	Average No. Calls per Year	Value of Parts/Inventory	Service Dept. Profitable	No. of Technicians	No. of Service Vans
New England.....	77.8%	1,536	\$15,023	30.6%	3.0	3.2
Mid-Atlantic.....	70.4	968	25,623	48.0	3.5	3.9
South.....	23.5	238	2,633	75.0	1.8	1.0
Midwest.....	38.8	581	13,313	94.7	2.1	1.7
West.....	60.0	1,931	37,670	31.6	2.8	2.8
All Sections.....	54.1%	1,053	\$18,852	56.0%	2.6	2.8

Source: Fuel Oil News, a Hunter Energy-Network Publication, December 1985.

Annual Sales by Type of Customer

(% of total customers served)

	Homes	Apts.	Educ.	Hospitals	Commercial	Industrial
New England.....	77.7%	6.1%	0.8%	0.5%	10.1%	5.0%
Mid-Atlantic.....	80.6	4.2	0.8	0.8	7.3	3.9
South.....	85.7	0.1	*	0.6	7.9	3.7
Midwest.....	74.2	2.7	1.8	0.2	9.3	6.4
West.....	84.1	3.7	1.2	2.1	8.6	2.4
All Sections.....	80.5%	3.5%	0.9%	0.8%	8.6%	4.3%

*Less than .1%

Electronic Data Applications

(% using for listed items)

	New England	Mid-Atlantic	South	Midwest	West	All Sections
General ledger.....	42.1%	64.9%	100.0%	83.3%	81.8%	74.4%
Accounts payable.....	47.4	70.3	77.8	61.1	72.7	65.9
Accounts receivable/billing.....	100.0	94.8	100.0	77.8	100.0	94.5
Inventory reconciliation.....	42.1	24.3	44.4	61.1	54.5	45.3
Payroll.....	15.8	64.9	44.4	83.3	63.6	54.4
Fixed asset management.....	15.8	21.6	*	33.3	45.5	23.2
Excise tax reporting.....	26.2	27.0	44.4	44.4	54.5	39.3
Communications with stations.....	*	8.1	*	27.8	*	7.2
Tracking supplier costs.....	5.3	14.5	*	16.7	27.3	12.8
Pricing analysis.....	15.8	14.5	*	27.8	36.4	18.9
Oil price info. service/petro scan.....	*	2.7	*	11.9	27.3	8.2
Word processing.....	15.8	14.5	*	22.2	27.3	16.0
Scheduling of deliveries.....	63.2	40.5	44.4	22.2	81.8	50.4

*Less than .1%

Trucks per Marketer

	Average No. Del. Trucks	Average No. Trailers	Average Size		Optimum Size Preferred
			Largest	Smallest	
New England.....	3.7	0.6	2,821	2,172	2,823
Mid-Atlantic.....	3.9	0.8	2,972	2,217	2,811
South.....	3.1	0.5	1,958	1,569	2,042
Midwest.....	2.9	0.4	2,315	1,786	2,214
West.....	5.1	0.9	2,353	1,641	2,582
All Sections.....	3.7	0.6	2,484	1,677	2,494

Truck Tanks by Type

	Use			Prefer	
	Steel	Alum.	Both	Steel	Alum.
New England.....	41.9%	9.7%	48.4%	12.9%	67.8%
Mid-Atlantic.....	41.2	16.2	42.6	20.6	55.9
South.....	86.7	*	13.3	53.3	33.3
Midwest.....	83.7	*	16.3	50.0	29.2
West.....	36.8	5.3	52.6	15.8	63.2
All Sections.....	58.1%	6.2%	34.6%	30.5%	49.9%

*Less than .1%

Engines by Type

	Use			Prefer	
	Diesel	Gas	Both	Diesel	Gas
New England.....	41.2%	17.6%	41.2%	76.4%	8.8%
Mid-Atlantic.....	27.1	31.4	41.4	60.0	18.6
South.....	*	60.0	40.0	40.0	46.7
Midwest.....	10.2	63.3	28.6	45.9	46.9
West.....	15.8	36.8	47.4	47.4	31.6
All Sections.....	18.9%	41.8%	39.7%	54.1%	30.5%

*Less than .1%

Source: Fuel Oil News, a Hunter Energy-News Publication.

Average Drop (Gal.)

275 Gal. Tanks	
New England.....	175.7
Mid-Atlantic.....	172.4
South.....	175.3
Midwest.....	183.8
West.....	176.2
All Sections.....	176.7

550 Gal. Tanks	
New England.....	358.7
Mid-Atlantic.....	347.7
South.....	353.4
Midwest.....	400.5
West.....	367.3
All Sections.....	365.5

% Selling, Installing and Servicing Equipment

New England.....	75.0%
Mid-Atlantic.....	71.4
South.....	29.4
Midwest.....	32.7
West.....	63.2
All Sections.....	54.3%

By Types of Equipment

	Residential	
	Furnaces	Warm Air Systems
New England.....	96.3%	96.3%
Mid-Atlantic.....	92.0	74.0
South.....	23.5	5.9
Midwest.....	32.7	23.1
West.....	57.9	57.9
All Sections.....	60.5%	51.4%

	Central A/C	Heat Pump
New England.....	14.8%	*
Mid-Atlantic.....	38.0	18.0
South.....	*	*
Midwest.....	17.3	5.8
West.....	26.3	26.3
All Sections.....	19.3%	10.0%

	Commercial	
	Furnaces	Warm Air Systems
New England.....	51.9%	55.6%
Mid-Atlantic.....	42.0	36.0
South.....	11.8	5.9
Midwest.....	23.1	17.3
West.....	36.8	15.8
All Sections.....	33.1%	26.1%

	Central A/C	Heat Pump
New England.....	7.4%	*
Mid-Atlantic.....	24.0	14.0
South.....	*	*
Midwest.....	11.5	*
West.....	15.8	26.3
All Sections.....	11.7%	8.1%

*Less than .1%

World Oil Production by Area

(Add 000 bbl.)

Year	United States	Canada	Latin America	Western Europe	Middle East	Africa	Asia-Pacific	Total Free World	Communist Nations	Total World
1984	3,249,696	516,426	2,315,682	1,331,874	4,128,114	1,713,978	1,164,978	14,420,748	5,332,620	19,753,368
1983	3,170,999	494,940	2,205,505	1,236,820	4,215,750	1,609,850	1,024,555	13,956,019	5,241,400	19,197,419
1982	3,156,715	452,965	2,255,355	1,085,145	4,581,480	1,622,790	961,410	14,116,180	5,278,995	19,395,155
1981	3,128,624	460,025	2,179,415	955,570	5,749,480	1,672,065	1,027,110	15,181,445	5,192,125	20,376,699
1980	3,146,365	521,184	2,036,058	893,406	6,735,498	2,226,378	1,000,278	16,559,304	5,206,350	21,760,880
1979	3,121,310	546,040	1,919,535	828,550	7,868,670	2,423,600	1,051,200	17,752,140	5,118,030	22,876,935
1978	3,175,927	483,260	1,736,427	643,149	7,884,927	2,233,791	1,037,520	17,195,001	4,963,250	22,158,251
1977	3,009,265	482,021	1,647,362	489,328	8,186,851	2,276,007	1,017,244	17,108,078	4,792,617	21,900,695

Source: American Petroleum Institute Data Book, January 1986

World Crude Oil Reserves by Area

(Add 000 bbl.)

Year (a)	United States	Canada	Latin America	Middle East	Africa	Asia-Pacific	Western Europe	Total Free World	Communist Nations	Total World
1985	28,446,000	7,075,000	83,315,700	398,380,750	55,540,550	18,529,900	24,425,500	615,713,400	84,100,000	699,813,400
1984	27,735,000	6,730,000	81,675,900	370,100,800	56,970,000	18,969,400	23,019,940	585,137,600	84,600,000	669,737,600
1983	29,785,000	7,020,000	74,482,066	369,285,893	57,821,690	19,756,077	22,923,680	583,147,406	85,115,000	668,262,406
1982	29,426,000	7,300,000	84,982,270	362,839,950	56,171,630	19,150,800	24,634,500	584,505,150	85,845,000	670,350,150
1981	29,805,000	6,400,000	69,489,837	362,071,000	55,148,375	19,630,500	23,085,000	565,629,712	86,300,000	651,929,712
1980	27,051,289	6,800,000	56,472,500	361,947,300	57,072,100	19,355,200	23,476,400	522,174,789	90,000,000	642,174,789
1979	27,803,760	6,860,000	41,246,500	369,996,000	57,892,125	20,007,200	23,966,000	547,771,585	94,000,000	641,771,585
1978	29,486,402	5,970,872	40,370,000	366,166,000	59,200,150	19,749,270	26,862,500	547,805,194	98,000,000	645,805,194

(a) As of Jan. 1 of each year.

Source: American Petroleum Institute Data Book, January 1986

World Crude Oil Refining Capacity by Area

(barrels per day)

Year	United States	Other Western Hemisphere	Total Western Hemisphere	Middle East	Africa	Asia-Pacific	Europe	Total Free World	Sino-Soviet Bloc	Total World
1985	15,658,769	9,457,706	24,857,706	4,052,673	2,447,156	10,393,562	15,654,622	57,664,488	17,500,000	75,164,488
1984	16,137,141	9,590,962	25,520,962	3,901,082	1,879,990	10,473,079	16,231,932	58,114,186	17,200,000	75,314,186
1983	16,859,337	9,873,816	26,773,153	3,685,333	1,822,105	10,902,204	17,124,989	60,327,784	16,873,000	77,200,784
1982	17,889,734	10,720,055	28,609,789	3,312,152	1,761,870	10,966,825	19,444,519	64,095,155	16,533,000	80,628,155
1981	18,620,520	10,716,881	29,337,401	3,729,646	1,697,658	10,554,691	20,205,799	65,524,895	16,036,500	81,561,395
1980	17,988,121	10,683,671	28,671,792	3,518,080	1,666,108	10,386,375	20,243,747	64,486,102	15,346,000	79,832,102
1979	17,440,885	10,273,030	27,713,915	3,546,029	1,667,608	10,284,966	20,328,614	63,541,132	14,748,000	78,289,132
1978	17,047,724	10,592,020	27,352,020	3,506,484	1,467,157	10,176,819	20,728,204	63,352,984	13,938,000	77,290,984

Source: American Petroleum Institute Data Book, January 1986

World Natural Gas Production by Area

(Add 000,000 cubic feet)

Year	United States	Canada	Latin America	Middle East	Africa	Asia-Pacific	Western Europe	Total Free World	Communist Nations	Total World
1984	—	—	—	—	—	—	—	—	—	—
1983	16,822,144	2,414,100	3,340,500	1,633,000	1,143,800	2,187,700	6,383,400	33,924,844	21,383,000	55,307,644
1982	18,519,675	2,546,100	3,091,500	1,799,700	1,168,900	2,176,600	6,142,100	35,424,575	20,258,000	55,682,575
1981	19,955,823	2,623,000	3,227,000	1,542,000	1,947,000	2,765,000	6,906,000	39,187,701	19,210,000	58,397,701
1980	20,179,724	2,668,300	3,297,500	1,221,300	884,700	2,558,400	6,668,700	37,677,687	21,069,900	58,747,587
1979	20,471,260	3,646,500	2,610,000	1,624,700	1,027,900	1,827,900	6,866,800	38,075,060	19,591,400	57,666,460
1978	19,974,033	3,128,056	2,012,912	1,579,478	1,117,416	1,469,154	6,649,855	35,930,904	15,818,398	51,749,302
1977	20,025,463	3,230,672	1,865,734	1,506,982	919,464	1,329,016	6,502,502	35,379,833	14,720,257	50,100,090

Source: American Petroleum Institute Data Book, January 1986

Crude Oil Reserves in 20 Leading Nations

Nation	Reserves (Add 000 bbl.)		% of Free World Reserves		% of Total World Reserves	
	1985	1984	1985	1984	1985	1984
Saudi Arabia (a)	169,000,000	166,000,000	27.4%	28.4%	24.1%	24.8%
Kuwait (a)	90,000,000	63,900,000	14.6	10.9	12.9	9.5
U.S.S.R.	63,000,000	63,000,000	—	—	9.0	9.4
Mexico	48,600,000	48,000,000	7.9	8.2	6.9	7.2
Iran	48,500,000	51,000,000	7.9	8.7	6.9	7.6
Iraq	44,500,000	43,000,000	7.2	7.3	6.4	6.4
Abu Dhabi	30,500,000	30,400,000	5.0	5.2	4.4	4.5
United States	28,446,000	27,735,000	4.6	4.7	4.1	4.1
Venezuela	25,845,000	24,850,000	4.2	4.2	3.4	3.7
Libya	21,100,000	21,270,000	3.4	3.6	3.0	3.2
China	19,100,000	19,100,000	3.4	3.3	2.7	2.9
Nigeria	16,650,000	16,550,000	2.7	2.8	2.4	2.5
United Kingdom	13,590,000	13,150,000	2.2	2.2	1.9	2.0
Algeria	9,000,000	9,220,000	1.5	1.6	1.3	1.4
Indonesia	8,650,000	9,110,000	1.4	1.6	1.2	1.4
Norway	8,300,000	7,650,000	1.3	1.3	1.2	1.1
Canada	7,075,000	6,730,000	1.1	1.2	1.0	1.0
Oman	3,500,000	(b)	0.6	—	0.5	—
India	3,500,000	3,485,000	0.6	0.6	0.5	0.5
Qatar	3,350,000	3,330,000	0.5	0.6	0.5	0.5
Total Free World	615,713,400	585,137,600(c)				
Total World	699,813,400	669,737,000(c)				

(a) Saudi Arabia and Kuwait equally share the production from the Neutral Zone located between the two nations, which had reserves of 5,995,000,000 in 1985, and 5,420,000,000 in 1984.

(b) Not ranked in top 20 in 1984; (c) Includes total of 3,450,000,000 credited to Egypt in 1984.

Source: American Petroleum Institute, Basic Data Book, January 1986 and some percentage calculations by NPN.

Crude Production in 20 Leading Nations

Nation	Production (Add 000 bbl. and b/d)				% of Free World Production		% of Total World Production	
	1984		1983					
	Total	b/d	Total	b/d	1984	1983	1984	1983
U.S.S.R.	4,344,420	11,903	4,363,900	11,956	—	—	22.0%	22.6%
United States	3,249,696	8,903	3,170,999	8,688	22.5%	22.7%	16.5	16.5
Saudi Arabia (a)	1,626,504	4,456	1,776,455	4,867	11.3	12.7	8.2	9.2
Mexico	1,005,036	2,754	979,660	2,584	7.0	7.0	5.1	5.1
United Kingdom	927,810	2,542	839,135	2,299	6.4	6.0	—	4.4
China	834,480	2,286	769,005	2,107	5.8	5.5	4.7	4.0
Iran	800,442	2,193	909,580	2,492	5.6	6.5	4.1	4.7
Venezuela	663,558	1,818	653,350	1,790	4.6	4.5	3.3	3.4
Indonesia	536,556	1,470	505,525	1,385	3.7	3.6	2.7	2.6
Canada	516,426	1,415	529,250	1,450	3.6	3.8	2.6	2.7
Nigeria	509,838	1,397	429,695	1,178	3.5	3.1	2.6	2.2
Iraq	440,298	1,206	336,530	922	3.1	2.4	2.2	1.7
United Emirates	401,502	1,100	408,070	1,118	2.8	2.9	2.0	2.1
Libya	392,718	1,076	392,740	1,076	2.7	2.8	2.0	2.0
Kuwait (a)	333,792	914	321,565	881	2.3	2.3	1.7	1.7
Egypt	302,682	829	251,485	700	2.1	1.8	1.5	1.3
Norway	256,200	702	224,110	614	1.8	1.6	1.3	1.2
Algeria	233,508	640	255,135	699	1.6	1.6	1.2	1.3
India	173,248	475	(b)	—	1.2	—	0.9	—
Australia	180,072	493	(b)	—	1.2	—	0.9	—
Total Free World	14,420,748	39,509	13,988,260(c)	38,324	—	—	—	—
Total World	19,753,368	54,119	19,274,555(c)	52,807	—	—	—	—

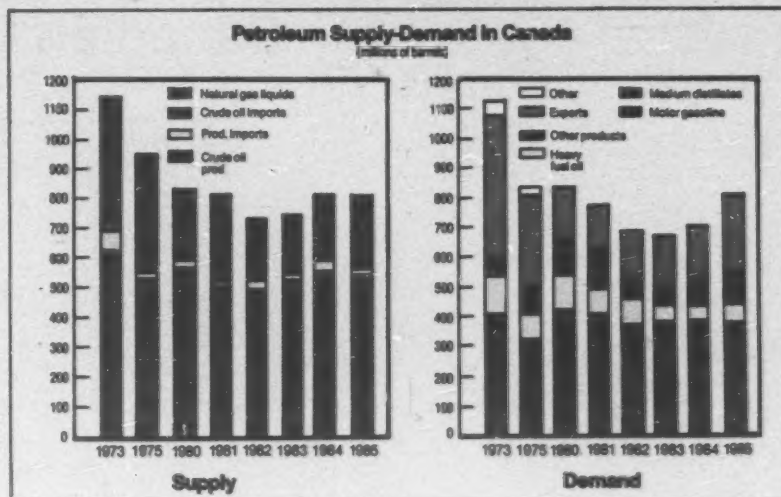
(a) Excludes Neutral Zone Production; (b) Not listed in top 20 companies in 1983; (c) 1983 totals include 190,895,000 for Brunei-Malaysia and 174,835,000 for Argentina.

Source: American Petroleum Institute, Basic Data Book, January 1986, with some percentage calculations by NPN.

Canadian Demand Up

As the two charts at right demonstrate, Canadian oil companies have been on the same marketing roller coaster ride as their U.S. counterparts. Beginning in 1973, the year of the embargo, Canadian supplies and demand fell substantially through the 1970s and early 1980s, reaching new lows in the recessionary 1982-83 period.

However, beginning in 1984, somewhat of a turnaround began, especially on the demand side. Although demand has remained static for domestic consumption of gasoline and distillates, marked increases were achieved in petroleum product exports. Between 1984 and 1985, Canadian exports increased almost 25%, for a total of approximately 53 million bbl.



Refined Product Sales in 1985

	(Cubic Meters*)							
	Aviation Gas	Motor Gas	Aviation Turbine	Kerosine	Diesel	Light Fuel	Heavy Fuel	Lubes & Greases
Newfoundland	4,889	546,468	240,309	44,112	482,599	283,725	572,091	12,875
Prince Edward Island	1,948	165,361	5,271	13,522	48,042	122,615	8,695	1,945
Nova Scotia	3,380	1,117,032	169,751	77,367	593,050	836,314	593,330	24,324
New Brunswick	2,549	893,487	31,347	36,443	364,587	462,701	1,056,945	19,866
Quebec	26,319	5,537,143	844,494	160,102	2,426,999	2,602,826	1,965,962	150,188
Ontario	42,903	9,386,222	1,422,935	153,071	3,866,481	2,324,652	102,226	454,000
Manitoba	20,781	1,466,329	172,551	62,819	858,091	60,754	80,007	32,049
Saskatchewan	11,294	1,863,251	84,442	152,820	1,138,804	113,025	34,891	92,404
Alberta	20,452	4,410,796	729,158	52,125	2,845,302	79,187	24,936	100,509
British Columbia	30,376	3,599,249	514,012	93,278	2,250,417	414,252	665,093	87,106
Yukon	3,242	51,976	3,741	13,462	43,940	22,348	0	948
Northwest Terr.	8,329	46,906	79,252	54,452	230,187	53,827	21,598	2,923
Total 1985	176,462	32,798,934	4,297,263	913,573	15,148,499	7,376,226	5,868,091	931,080
Total revised 1984	177,412	32,914,816	4,143,526	871,049	14,782,992	7,921,680	7,226,840	931,743

*Note: (cubic meters) $\times$ 6.2898 = barrels; also 1 barrel equals 42 U.S. gal.
Source: Statistics Canada

Gasoline Outlets^(a)

Province	Outlets
Newfoundland.....	—
Prince Edward Island.....	194
Nova Scotia.....	1,525
New Brunswick.....	1,394
Quebec.....	—
Ontario.....	7,764
Manitoba.....	2,641
Saskatchewan.....	—
Alberta.....	10,933
British Columbia.....	9,739
Yukon.....	61
Northwest Territories.....	—

Source: Statistics Canada

(a) 1985 figures were not available. Figures shown are for 1984.

Premium Ratios

Province	Percent Premium *	
	Dec. '84	Nov. '85 ^(b)
Alberta/Northwest Territories...	5.4	5.0
British Columbia/Yukon.....	9.3	10.5
Manitoba.....	3.5	3.9
Maritimes.....	9.2	9.0
Newfoundland.....	5.0	4.6
Ontario.....	11.4	11.4
Quebec.....	17.1	18.4
Saskatchewan.....	3.3	3.2
Total Canada.....	10.6	11.0

*Contains blended and unblended premium.
(b) 1985 figures available only through November.
Source: Ethyl Corp., Chemicals Group

Canadian Oil Companies:

BRANDED SERVICE STATIONS

Company	Total branded retail outlets	Number of Provinces where marketed	Supplied directly	Supplied through jobbers & commission agents	Lessee/Dealer operated	Salary operated	Commission operated	Full-serve only	Self-serve only
Chevron Canada Ltd.	300	1	300	0	220	—	80	195	75
Esso Petroleum Canada	3,045	10	2,045	1,000	2,445	78	522	2,411	634
Federated Co-operatives Ltd.	505	4	505	0	0	505	0	457	48
Husky Oil Ltd.	317	6	—	—	308	0	0	283	20
Irving Oil Ltd. (a)	—	—	—	—	—	—	—	—	—
Mohawk Oil Co. Ltd.	333	5	273	60	188	110	35	119	115
Petro-Canada Products Inc. (b)	3,891	11	3,033	858	1,845	42	362	2,844	1,019
Provigo, Inc., Convenience Group	110	2	8	102	40	8	62	106	2
Shell Canada Ltd.	3,472	10	2,430	1,042	2,854	169	449	2,742	685
Spur Oil Co. Ltd. (a)	—	—	—	—	—	—	—	—	—
(Div. of Murphy Oil Co. Ltd.)	—	—	—	—	—	—	—	—	—
Suncor, Inc. (c)	977	6	—	—	526	288	139	—	—
Sunys Petroleum Inc.	205	2	178	27	84	4	117	168	37
Texaco Canada (d)	2,261	10	—	—	—	—	—	1,698	563
Turbo Resources Ltd.	239	6	218	21	66	0	173	229	10
Ultramar Canada Inc.	1,523	6	1,523	0	1,326	197	0	80%	15%

(a) Did not respond.

(b) Acquired Gulf Canada Ltd. in 1985.

(c) Formerly Sunoco Inc.

(d) Did not respond—figures are for year-end 1984.

Brand Names of Gasoline and Motor Oils

Gasoline	Motor Oil	Gasoline	Motor Oil	Gasoline	Motor Oil
Chevron Canada Ltd. Chevron (r,ur) Chevron Chevron Supreme (up)		Petro-Canada Products Inc. Petro-Canada (r,ur,up) XHD Multi Sentinel Super Plus Process Oil Harmony		Convenience Div./Loeb Inc. (formerly Top Valu Gasmarts) Top Valu (r,ur,p,d) Top Valu	
Esso Petroleum Canada Esso (r) Esso Plus Esso 2000 (ur) Esso Extra Motor Oil Esso Extra Unleaded (up) Uniflo		Provigo Inc., Convenience Group, Central Div. Top Valu (r,ur,p,up) Top Valu Castrol		Turbo Resources Ltd. Premium No Lead (up) Flo-Rite Regular No Lead (ur) Turbo Regular Leaded (r) Red Ram Regular Purple Diesel Fuel Clear Diesel Fuel Purple	
Federated Co-operatives Ltd. Sonic (r,ur,p,up) HD7 Co-op (d,o) DMC Agripower (r) Multrex Tempo (r,ur,p,up) Sonic Silver Sonic Gold Tempo HD		Shell Canada Ltd. Shell (r,ur,up) Shell X100 Shell TLO		Ultramar Canada Inc. Ultramar (r,ur,p,up) Ultralube Spur (r,ur,up) Ultralube Mono-grade HD Pipeline (r,ur,up) Ultralube Super Multigrade XL (r,ur,up) Spur Multigrade Spur Supreme Castrol	
Husky Oil Marketing Co. Husky (r,ur,up) Husky Heavy Duty Husky Heavy Duty Special Husky Stratolube Husky Stratoplus Husky Superlube Husky Super Duty		Suncor, Inc. Sunoco Regular (r) Dynalube Sunoco 1/2&1/2 Leaded Sunfleet (r,up) Special Sunoco Premium Leaded CAM2 (r,up) Sunoco Regular Unleaded (ur) (ur) Sunoco 1/2&1/2 Unleaded (ur,up) (ur,up) Sunoco Premium Unleaded (up) Pronto (r,ur,up)		KEY Gasoline: (r) Regular (p) Premium (ur) Unleaded (up) Unleaded Premium Motor Oils: Brand names are listed lowest-price grade first.	
Mohawk Oil Co. Ltd. Mohawk (r,ur,up) Mohawk 10W30 Speedway (r,ur,up) Mohawk Multigrade Payless (r,ur,up) Mohawk Premium Mohawk Heavy Duty Plus Duckhams Canadian Pride		Sunys Petroleum Inc. Sunys (r,ur,up) Drive N Save Sipco (r,ur,up) Econobec (r,ur,up)			
Murphy Oil Co. Ltd. Spur (r,ur,up) Spur Gas (r,ur,up)		Texaco Canada Ltd. Texaco (r,ur,up) Havoline Supreme Havoline URSA Super Plus Multi-grade URSA Super Plus Single-grade			

How Distribution is Organized

Full-serve/ Self-serve	BRANDED JOBBERS/COMMISSION AGENTS				BULK PLANTS				TERMINALS			
	SELLING ...				COMPANY OPERATED ...				COMPANY OPERATED ...			
	Total	Gasoline only	Fuel Oil only	Gasoline and Fuel Oil	Total	Salary operated	Commission operated	Jobber operated	Total	Salary operated	Commission operated	Jobber operated
30	32	0	0	32	0	0	0	32	3	3	0	0
0	563	0	0	563	692	41	631	20	51	43	8	0
0	6	6	0	0	316	316	—	—	0	0	0	0
5	31	0	0	31	0	0	0	0	0	0	0	0
—	—	—	—	—	—	—	—	—	—	—	—	—
19	38	0	0	38	—	—	—	3	—	—	—	—
28	633	0	0	633	190	62	128	166	64	51	13	—
2	102	101	0	1	0	0	0	0	0	0	0	0
45	398	0	0	398	211	0	211	190	31	31	0	0
—	—	—	—	—	—	—	—	—	—	—	—	—
0	2	0	0	2	0	0	0	0	0	0	0	0
0	23	0	0	23	14	0	14	1	0	0	0	0
5%	100-PLUS	—	—	—	100-PLUS	0	100-PLUS	—	40-PLUS	40-PLUS	0	0

Branded Retail Outlets in Canada

Company	Total branded retail outlets	Number of Provinces	Newfoundland	Nova Scotia	New Brunswick	Quebec	Ontario	Prince Edward Island	Manitoba	Saskatchewan	Alberta	British Columbia	Northwest Territories	Yukon
Chevron Canada Ltd.	300	1	—	—	—	—	—	—	—	—	—	300	—	—
Esso Petroleum Canada	3,045	10	194	179	152	553	711	33	224	280	325	394	—	—
Federated Co-operatives Ltd.	505	4	—	—	—	—	—	—	80	318	63	44	—	—
Husky Oil Ltd.	317	6	—	—	—	—	52	—	28	39	107	84	—	7
Irving Oil Ltd. (a)	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Mohawk Oil Co. Ltd.	333	5	—	—	—	—	3	—	25	36	186	83	—	—
Petro-Canada Products, Inc. (b)	3,891	11	14	123	87	791	1,407	12	245	326	442	422	22	—
Provigo, Inc., Convenience Group	110	2	—	—	—	18	92	—	—	—	—	—	—	—
Shell Canada Ltd.	3,472	10	1	114	111	849	1,205	28	306	220	295	343	—	—
Spur Oil Co. Ltd. (a)	—	—	—	—	—	—	—	—	—	—	—	—	—	—
(Div. of Murphy Oil Co. Ltd.)	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Suncor, Inc. (c)	977	—	—	—	1	291	669	—	2	—	7	7	—	—
Sunys Petroleum Inc.	205	2	—	—	—	29	176	—	—	—	—	—	—	—
Texaco Canada (d)	2,261	10	39	117	115	381	837	23	94	106	195	154	—	—
Turbo Resources Ltd.	239	6	—	—	—	—	1	—	11	53	136	36	2	—
Ultramar Canada Inc.	1,523	6	237	73	37	995	74	7	—	—	—	—	—	—

(a) Did not respond.

(b) Acquired Gulf Canada Ltd. in 1985.

(c) Formerly Sunoco Inc.

(d) Did not respond—figures are for year-end 1984.

Gasoline Shares by Key Categories—1985

In 1985, a new study on the Canadian retail gasoline market in 1984 was introduced by MPSI Americas, Inc., Tulsa, Okla., a company specializing in international computer software and information services along with market research and planning. Now, MPSI has released its updated study covering the year 1985.

With data now available for both 1984 and 1985, comparisons between the two years can now be made. Figures for the two years are shown in the table below.

The study portrays, on both a national and regional basis, market shares and percentages of outlets for conventional service stations, big gasoline pumpers, convenience stores that sell gasoline, plus a general category of "others" including car washes,

garages and other facilities where gasoline is secondary.

This study is concentrated primarily in the metropolitan areas of Canada, where most gasoline is marketed. It makes no attempt to count rural and highway vendors which, while important to the industry, do not add significantly to the overall consumption data.

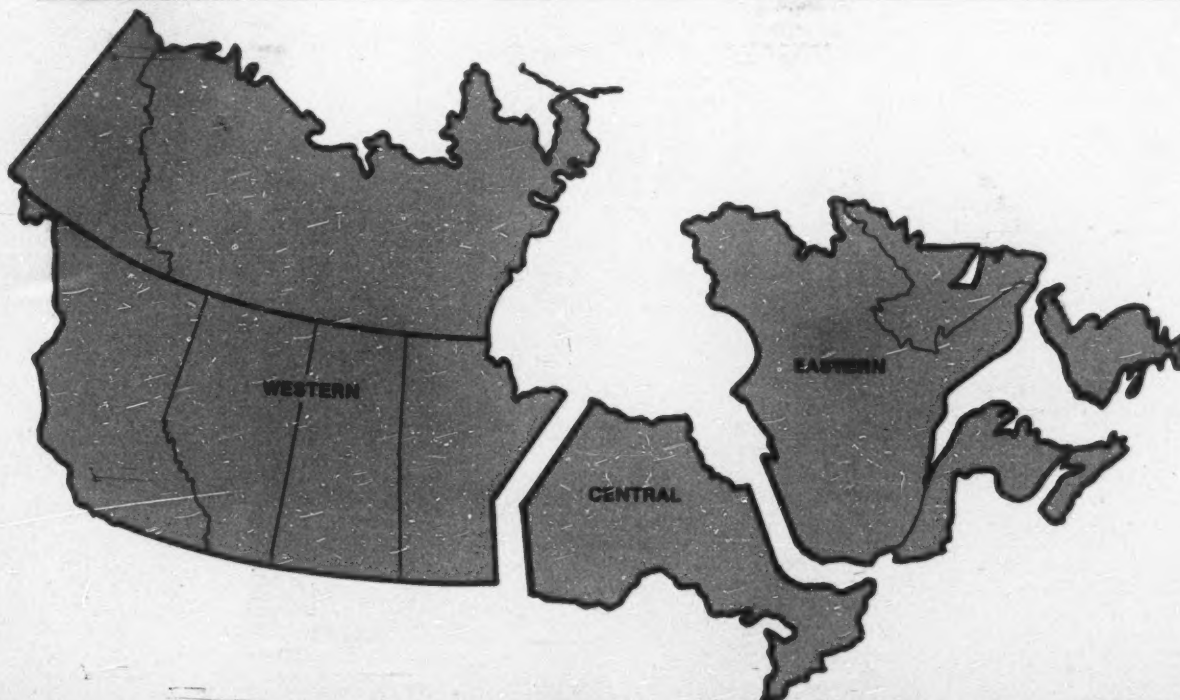
Some striking differences between the Canadian and U.S. retail markets are evident in the MPSI study (See the companion study for the U.S. on p118). The marketing phenomenon represented by the growth of C-store/gasoline outlets in the U.S. has apparently not taken hold in Canada yet. Convenience store market share in Canada is relatively insignificant, although there was some growth in market share and percentage of outlets from 1984 to 1985.

Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984
Eastern Region										
• % of Outlets	53.1	46.6	24.4	20.7	6.2	5.7	16.3	27.0	100.0	100.0
• % of Volume	48.5	44.9	37.8	35.6	5.1	4.9	8.6	14.6	100.0	100.0
• Avg. Monthly Volume (Liters)(a)	130,709	137,736	222,129	242,458	117,460	121,367	75,329	75,181	143,073	140,558
Central Region										
• % of Outlets	58.7	57.0	28.0	26.0	0.9	0.7	12.4	16.3	100.0	100.0
• % of Volume	53.6	51.3	41.0	41.7	0.8	0.6	4.6	6.4	100.0	100.0
• Avg. Monthly Volume (Liters)	193,198	190,940	311,129	340,412	193,000	188,066	79,630	82,422	211,899	211,997
Western Region										
• % of Outlets	46.9	56.4	35.8	27.7	3.8	1.7	13.5	14.2	100.0	100.0
• % of Volume	49.4	58.9	44.3	34.4	2.4	1.3	4.9	5.4	100.0	100.0
• Avg. Monthly Volume (Liters)	201,469	202,842	241,321	241,890	125,754	149,762	69,548	74,811	195,033	194,479
Total Canada										
• % of Outlets	53.2	52.4	28.6	24.0	3.8	3.1	14.4	20.5	100.0	100.0
• % of Volume	50.5	51.0	41.1	37.8	2.7	2.3	5.7	8.9	100.0	100.0
• Avg. Monthly Volume (Liters)	169,324	172,616	255,781	279,164	124,963	130,491	70,604	77,133	178,123	177,346

(a) 3,7854 liters equal 1 American gal.; 4,5461 liters equal 1 Imperial gal., which is the conventional standard in Canada.

Source: MPSI Americas, Inc., Tulsa, Okla.



Canadian Statistics

Motor Vehicle Registrations 1984

	Passenger Cars	Trucks	Bus	Motorcycles	Other	Total Vehicles	Trailers	Off-road		Licensed gasoline outlets
								Snowmobiles	Other	
Newfoundland	154,480	67,630	NA	9,055	5,289	236,454	27,980	35,000	2,937	NA
Prince Edward Island	52,538	18,476	408	2,153	227	73,802	5,529	25	463	193
Nova Scotia	347,303	140,449	1,320	18,885	902	508,859	43,698	7,175	7,029	1,326
New Brunswick	268,686	110,626	NA	11,817	12,506	403,637	57,603	7,783	NA	1,482
Quebec	2,466,201	300,912	14,336	112,083	27,791	2,921,223	493,601	82,797	167,761	NA
Ontario	3,904,706	858,213	23,765	146,205	8,356	4,941,245	816,668	169,172	28,368	8,145
Manitoba	492,872	194,812	136	18,007	75	705,902	88,451	38,574	107	NA
Saskatchewan	378,425	307,573	3,891	8,940	681	699,510	99,748	12,359	NA	NA
Alberta	1,274,482	403,051	7,991	59,638	NA	1,745,162	247,539	22,305	15,420	NA
British Columbia	1,427,198	620,539	NA	81,690	NA	2,129,427	256,476	49,181	427	NA
Yukon	6,943	11,876	125	795	NA	19,798	4,161	432	NA	NA
Northwest Territories	6,833	12,730	112	1,177	75	20,953	3,459	NA	1,162	NA
Canada	10,780,667	3,046,889	52,169	470,445	56,302	14,405,972	2,144,913	424,803	207,827	11,146

Source: All tables courtesy of Statistics Canada.

Automobiles Per Household 1985

estimates in thousands

	Household	Households with automobiles					Vans or trucks		Households without automobiles
		Total	1 auto	2 autos	3 or more autos	without autos	Households with 1	Households with 2 or more	
Newfoundland	162	98	79	16	4	64	46	—	38
Prince Edward Island	42	35	25	8	—	6	11	—	5
Nova Scotia	300	225	169	48	8	76	67	5	57
New Brunswick	235	181	138	37	6	54	59	5	38
Quebec	2,376	1,720	1,313	355	52	656	257	19	577
Ontario	3,268	2,610	1,752	717	141	658	553	45	552
Manitoba	388	293	212	69	12	95	92	15	74
Saskatchewan	365	290	206	66	19	75	118	37	48
Alberta	832	659	446	177	37	173	246	60	108
British Columbia	1,110	890	632	220	38	220	314	39	146
Canada 1985	9,079	7,002	4,972	1,712	319	2,077	1,763	229	1,642

Note: Data from a sample survey only.
—amount too small

New Motor Vehicle Sales

	Total, new motor vehicles	Passenger cars	Commercial vehicles	North America	Japan	Other Countries(1)
1985	1,530,410	1,137,216	393,194	794,965	199,221	143,030
1984	1,283,502	971,210	312,292	724,932	171,204	75,074
1983	1,081,088	843,318	237,770	625,088	176,525	41,705

(1) Excludes Japanese and North America manufactured vehicles.

Factory Sales of Auto Batteries

	1985	\$	1984	\$
Original Equipment	confidential	confidential	confidential	confidential
Replacement	2,938,804	108,907,650	2,940,626	103,157,892
Heavy-duty transport, motor coach, bus, diesel, starting batteries, for replacement	482,200	23,544,637	443,301	21,390,620

Drivers' Licenses 1984

	Operators (drivers & chauffeurs)	Temporary (instructor permits)
Newfoundland	231,660	14,628
Prince Edward Island	26,996	3,266
Nova Scotia	530,304	14,206
New Brunswick	400,906	22,780
Quebec	3,609,699	NA
Ontario	5,513,911	NA
Manitoba	598,960	NA
Saskatchewan	642,358	NA
Alberta	1,690,884	106,472
British Columbia	2,254,941	—
Yukon	16,749	1,134
Northwest Territories	20,514	1,231
Canada	15,539,882	163,717

Principal Heating Fuels in 1985

(000 Households)

	Oil	Piped Gas	Bottled Gas	Electricity	Other	Wood	Total Households
Newfoundland	54	—	—	51	—	40	145
Prince Edward Island	27	—	—	—	—	9	37
Nova Scotia	155	—	6	22	7	45	235
New Brunswick	75	—	—	70	—	45	191
Quebec	349	45	—	680	—	90	1,168
Ontario	526	1,297	NA	353	—	94	2,285
Manitoba	29	180	4	72	—	11	297
Saskatchewan	44	230	12	16	—	6	309
Alberta	14	612	12	—	—	NA	646
British Columbia	148	469	7	141	—	68	833
Canada	1,421	2,834	58	1,408	14	412	6,146

Note: Data from a sample survey only.
—amount too small

Oil Company Credit Cards in Canada—1985

(Add 000 in all categories)

Company	Active Accounts	Total Proprietary Cards	Proprietary Sales Volume	Bank Card Sales Volume	T & E Sales Volume	Total Credit Sales
Shell	474	1,566	\$412,509	\$510,000	\$80,475	\$1,002,984
Texaco	451	1,670	386,372	347,600	30,000	763,972
Esso	421	1,498	342,387	322,000	—	664,387
Gulf	232	799	178,187	191,000	—	369,187
Petro	221	867	219,465	211,000	—	430,465
Sunoco	128	483	122,798	150,000	10,000	282,798
Irwin	51	201	55,975	62,500	—	118,475
Chevron	28	107	21,701	20,000	—	41,701
Ultramar	8	32	6,710	5,350	—	12,060
Husky	7	22	6,140	3,120	—	9,260
Mohawk	4	11	3,570	3,982	—	7,552
Totals	2,025	7,256	\$1,755,814	\$1,826,552	\$120,475	\$3,702,841

Source: The Nilson Report, December 1985 (U.S. Publication)

Credit cards are more popular in Canada than they are in the United States because the service stations north of the border do not give discounts for cash purchases as their American counterparts have been doing in recent years.

Shell is by far the leader in Canadian credit card sales, doing more than \$1 billion worth of business via the plastics in 1985, according to The Nilson Report, a private newsletter published in the U.S. for credit card executives in oil and other industries.

Surprisingly, Shell does more business with bank cards than it does with its own proprietary card. Gulf, Sunoco, Irwin and Mohawk also saw greater use of bank cards than their own at their

stations last year, but the margins weren't as big as those of Shell's.

Texaco had more credit cards outstanding 1985 than Shell—about 100,000 more. Esso was third.

In all, Canadian motorists charged up \$3.7 billion worth of gasoline purchases in 1985, according to Nilson. Nilson said this was about 38% of the total retail sales in Canada last year. (See the Retail Section in this issue for comparable detail on U.S. credit card sales.) For additional information on The Nilson Report, the address is P.O. Box 49936 (Barrington Station) Los Angeles, CA 90049; phone (213) 476-5094.

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LPG Sales by States and Uses

(Add 000 gal.)

	Residential and Commercial	Industrial (a)	Engine Fuel	Utility Gas	Farm	Other (b)	Total (c) (d)
Alabama	131,792	7,140	17,062	w	21,542	w	178,075
Alaska	w	1,256	w	0	w	w	w
Arizona	40,186	9,354	11,383	0	5,494	w	66,727
Arkansas	118,529	5,213	14,758*	0	29,839*	w	168,904
California	241,190	193,002	150,378	2,565*	42,134	13,271*	739,859
Colorado	71,213*	12,422*	7,804	w	6,147	3,165	103,705
Connecticut	28,881	13,912	2,707	3,048	726	255*	51,282*
Delaware	27,929	12,246	427	w	6,555	1,856*	49,652*
Florida	269,668*	21,305*	34,220	7,596	12,593	w	347,271
Georgia	187,713	17,389	20,287	w	36,302	1,578*	263,364*
Hawaii	w	0	w	0	w	0	w
Idaho	14,232	7,486	6,439	0	2,962	696	31,815
Illinois	258,559*	45,873	73,606	30,298*	286,202	4,042*	794,996
Indiana	214,628	8,981	23,004	8,374	99,447	2,982*	357,416*
Iowa	230,449	11,171	15,050	w	268,105	456	528,416*
Kansas	78,977	178,443	10,810	278,165*	88,422	26,021	756,234
Kentucky	105,427	88,305*	30,875	427	14,553	353*	260,962
Louisiana	59,112	54,549	27,291	65,043*	7,151	28,785*	982,522
Maine	12,054	6,026	1,334	w	27	w	22,935
Maryland & D.C.	54,318*	28,837	5,386	w	5,634	2,055*	96,840*
Massachusetts	44,786	6,454	6,531	7,027	353	568*	65,990*
Michigan	346,157	39,704	45,666	w	48,374	4,859	484,763*
Minnesota	187,710	21,522	18,897	2,797	102,344	655*	333,725*
Mississippi	104,911	68,946	22,470	0	20,051*	1,775*	218,242
Missouri	247,827	37,095	19,335	7,849	23,922	4,777*	340,805*
Montana	23,697	9,499*	5,213	0*	9,100	730	49,258
Nebraska	59,917	4,714	7,557	w	73,305	1,089	149,236
Nevada	27,849	2,481	3,760	0	1,530	746	36,366
New Hampshire	38,869	6,975	1,616	2,150	26	w	50,017
New Jersey	48,068	22,074*	12,338	w	2,912	6,138	264,907
New Mexico	38,784	63,085	6,387	w	1,889	800*	153,130
New York	154,395	17,615	13,343	13,964	7,863	870*	208,193*
North Carolina	164,793	23,652	13,204	203	94,136	1,530*	299,367
North Dakota	10,062	1,780	2,095	0*	14,764	w	31,464*
Ohio	258,884	42,005*	56,928	66*	83,416	3,703*	504,464
Oklahoma	123,493*	66,011	14,070	6,594*	36,265	577	272,150
Oregon	24,364	7,431*	25,256	0	3,006	643	60,694*
Pennsylvania	119,013	39,215	23,120	5,619	18,732	1,620*	239,876*
Rhode Island	8,482	2,118	1,969	0	16	377*	12,962*
South Carolina	82,116	7,518	8,837	169	9,377	235*	108,489*
South Dakota	47,269	930*	2,909	w	17,721	w	69,586
Tennessee	90,770	14,229	25,100	w	6,840	717*	137,847*
Texas	316,487	526,120	63,127*	237,383*	62,105	11,004	4,066,334
Utah	33,469*	7,420	8,694	w	2,057	2,625*	62,630
Vermont	26,120	891	1,067	w	49	w	28,321
Virginia	90,690	23,448	8,928	885	22,538	10,398*	157,263*
Washington	26,559	17,679*	42,235	0	5,332	728	92,533*
West Virginia	10,512	2,405*	1,318	w	726	25	15,031*
Wisconsin	255,595	13,823	28,507	2,527	57,819	4,631*	364,777
Wyoming	24,485*	19,920	4,818	11,475	2,535	3,798*	75,340
U.S. Total	5,202,876	1,887,945	951,089	921,144	1,663,387	393,142	14,789,925

* Propane only; butane withheld; w-data withheld to avoid disclosing reports for individual companies. These reports are included in totals, however; (a) includes refinery fuel; (b) includes secondary recovery of petroleum and synthetic natural gas feed stocks; (c) includes chemical use; (d) 1984 LPG sales as reported by API differ from 1984 LP-Gas Production reported by Energy Information Administration because API sources concluded that the EIA report understated butane used in refineries for gasoline production.

Source: Liquefied Petroleum Gas Assn./American Petroleum Institute, 1983-84 LP-Gas Market Facts.

LPG Sales Trends in Recent Years ^(a)

Major Domestic Markets (Add 000,000 gal.)

Year	Total U.S. Sales		Residential-Commercial		Chemical		Internal Combustion		Industrial		Farm	
	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change
1984	15,129	10.5%	5,203	(14.6%)	4,109	26.7%	951	(30.2%)	1,888	54.7%	1,663	40.7%
1983	13,688	(1.6)	6,090	(1.5)	3,244	(3.5)	1,362	9.8	1,220	(6.9)	1,183	(8.0)
1982	13,915	(3.3)	6,180	(2.1)	3,362	(3.2)	1,240	9.7	1,310	(5.0)	1,285	(12.1)
1981	14,395	(3.8)	6,310	(3.4)	3,474	(3.1)	1,130	3.6	1,380	(10.9)	1,463	(4.4)
1980	14,969	(8.9)	6,531	(4.9)	3,584	(11.3)	1,090	4.3	1,548	(20.2)	1,529	(15.4)
1979	16,432	9.4	6,871	1.2	4,043	12.7	1,045	5.5	1,940	44.8	1,764	—
<i>This is as far back as the restated API/LPGA data go on sales trends. The figures below are Energy Information Administration data and are not essentially comparable to the restated data above. In the data below, the last column was for "all other uses" instead of farm consumption.</i>												
1978	15,023	-3.1	6,954	-3.0	3,563	-0.4	993	-13.3	1,340	28.4	2,172	-15.6
1977	15,508	-3.2	7,169	-2.0	3,578	-12.4	1,145	-2.1	1,044	—	2,573	7.5
1976	16,013	5.3	7,313	4.2	4,085	-2.1	1,170	—	1,052	-2.8	2,394	35.8
1975	15,200	-6.8	7,020	-2.9	4,172	-23.0	1,162	-11.3	1,082	1.2	1,763	38.3
1970	15,271	26.6	7,569	41.6	5,003	24.8	1,336	11.9	897	32.1	467	125.6
1965	11,434	33.7	5,346	26.5	4,008	54.6	1,194	33.0	679	13.9	207	-23.0
1960	8,579	40.1	4,225	50.8	2,593	36.5	898	37.7	596	13.7	269	9.3

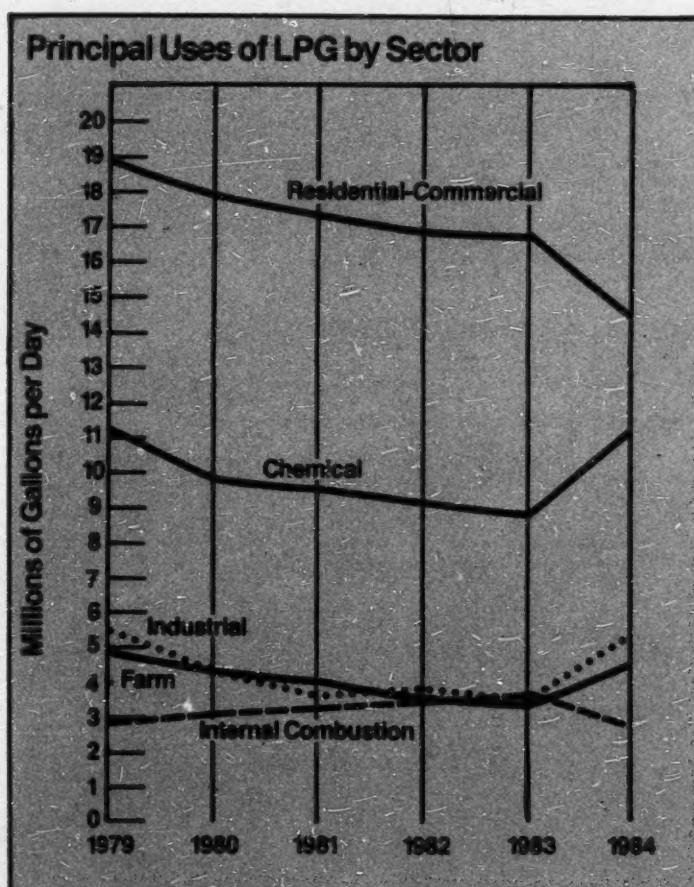
(a) In 1984, Energy Information Administration suddenly terminated collection of LPG sales data for budgetary reasons. American Petroleum Institute, Liquefied Petroleum Gas Assn. and others began a cooperative effort to provide the missing data annually. The 1983 and 1984 data were published in March, 1986. The new information is based on EIA data, plus API and LPGA, and are restated for the years 1979 through 1984. Utility gas, refinery fuel and miscellaneous uses are included in U.S. totals but are not stated separately. Source: Liquefied Petroleum Gas Assn., 1983-84 LP-Gas Market Facts, published 1986.

LPG Consumption Rises 10.5% in 1984 After Four Years of Decline

Consumption of liquefied petroleum gases jumped 10.5% to 15.1 billion gal. in 1984 after four years of decline. It was the best year since 1979 when consumption amounted to 16.4 billion gal., according to new figures prepared by Liquefied Petroleum Gas Assn. and American Petroleum Institute and published in early 1986 as a replacement for data suddenly terminated by Energy Information Administration due to budget cuts. LPGA and API plan to continue the industry series indefinitely.

Principal increases in 1984 were attributed to the chemical, industrial and farm sectors. Residential-commercial consumption continued its steady decline in 1984 while demand for internal combustion engines took a sharp drop—30%—after five years of steady growth. It was not clear in the 1984 data whether this was a statistical aberration or whether the decline was a true reflection of marketplace needs.

The table above gives the totals for the principal uses for LPG. LPG used in refineries is included in the industrial consumption column while that used for utility gas, secondary recovery of petroleum and as a synthetic natural gas feedstock are included in the U.S. totals but are not stated separately.



Source: Graph by NPN based on Liquefied Petroleum Gas Assn./American Petroleum Institute data.

LPG Supply and Disposition 1985-1974

	Supply			Disposition		Ending Stocks (a)
	Total Production	Imports	Stock Withdrawal (Add 000 b/d)	Refinery Inputs	Exports	Products Supplied
						(Million bbl.)
1985						
January	1,658	255	466	309	70	2,001
February	1,682	237	338	313	72	1,872
March	1,672	223	-13	270	52	1,560
April	1,691	156	-115	260	78	1,394
May	1,703	138	-217	235	40	1,349
June	1,736	161	-173	244	51	1,449
July	1,753	131	-107	243	68	1,447
August	1,721	161	-103	267	80	1,432
September	1,675	132	84	311	29	1,551
October	1,661	209	270	322	47	1,770
November	1,727	188	135	360	88	1,600
December	1,783	239	374	367	75	1,953
Average	1,704	187	77	292	62	1,614
1984						
January	1,615	269	494(b)	340	23	2,015
February	1,696	237	122	324	41	1,690
March	1,696	241	12	288	68	1,593
April	1,716	155	-139	253	54	1,426
May	1,714	211	-240	244	42	1,399
June	1,714	158	-201	237	53	1,380
July	1,725	132	-139	232	43	1,444
August	1,711	154	-100	241	34	1,490
September	1,693	128	-50	283	26	1,462
October	1,684	207	138	322	56	1,650
November	1,716	212	89	376	52	1,588
December	1,679	237	239	349	82	1,724
Average	1,697	195	19	291	48	1,572
1983 Average	1,642	190	4	253	73	1,509
1982 Average	1,628	226	111	300	65	1,499
1981 Average	1,571	244	-18(b)	289	42	1,466
1980 Average	1,535	216	-27	233	21	1,469
1979 Average	1,556	217	70	236	15	1,592
1978 Average	1,537	123	12	239	20	1,413
1977 Average	1,566	161	-55	233	18	1,422
1976 Average	1,535	130	24	260	25	1,404
1975 Average	1,527	112	-35(b)	246	26	1,333
1974 Average	1,565	123	-38	220	25	1,406

(a) Stocks are totals as of end of period; (b) In January 1975, 1981, 1983 and 1984, a new stock basis was established affecting stocks reported and stock withdrawal.
Source: Petroleum Supply Monthly, December 1985, published in February 1986.

HANNA CAR WASH ALTERNATIVES

1001A

HANNA ROBOT WASH

CAR WASH

CONVEYORIZED SYSTEM



Lube Sales Slip in 1985

Lubricant sales dipped 2.7% in 1985, according to National Petroleum Refiners Assn., which said the total included automotive and industrial oils and greases. Automotive oils fared better than the total product average, however, being down only seven-tenths of a percentage point from 1984.

The NPRA report does not give volumes, only indexes and percentages which are based on the reports of the participating companies. To preserve the confidentiality aspects of company sales, the reports are given to an independent auditor who converts them into indexes on an industry-wide basis.

The product categories, as defined by NPRA, are these: automotive oil—engine oils, automatic transmission fluids, gear oils and aviation oils; industrial oil—industrial engine oils, metalworking fluids, process oils and general industrial oils; grease—both automotive and industrial greases.

All finished lubricants are included in the NPRA totals. Not included, however, are exports and lube base stocks sold for further blending into finished lubricants.

NPRA stated that the data reflect the sales of the participating companies only. Sales of finished lubricants by other companies (commonly known as independent compound blenders) are not covered.

For its category breakdown, NPRA used 55.5% of the sales for automotive oils, 42.3% for industrial oils, and 2.2%

Quarterly Indexes on Lubricant Sales^(a)

	Quarters				Full Year
	1	2	3	4	
1982	91.8	95.9	92.4	81.4	95.2
1983	89.8	98.9	98.3	92.7	94.9
1984	103.1	108.5	106.2	97.5	103.8
1985	99.2	107.4	103.3	103.3	101.0

Percentage Changes by Product and Quarters

	Quarters				Full Year
	1	2	3	4	
1985 vs. 1984					
Automotive	- 3.6%	3.5%	1.0%	- 4.2%	- 0.7%
Industrial	- 3.8	- 7.8	- 8.1	- 1.8	- 5.5
Grease	- 4.5	- 3.9	- 6.7	- 11.1	- 6.6
Total	- 3.7	- 1.0	- 2.7	- 3.4	- 2.7
1984 vs. 1983					
Automotive	15.0%	7.6%	6.0%	8.7%	9.2%
Industrial	13.7	12.0	10.9	0.5	9.2
Grease	28.6	33.1	10.5	1.2	16.7
Total	14.8	9.8	7.9	5.2	9.4
1983 vs. 1982					
Automotive	2.3%	4.7%	7.1%	11.1%	6.2%
Industrial	- 5.4	2.3	6.6	17.7	4.9
Grease	- 28.6	- 22.7	- 9.9	17.4	- 12.1
Total	- 1.6	3.1	6.5	6.5	5.2

(a) For the index, the average quarter in 1980 = 100%. The base for the quarterly indexes is 1980 full year sales for the reporting companies divided by four.

Source: National Petroleum Refiners Assn., NPRA Lubricant Sales and Production Statistics, 1985.

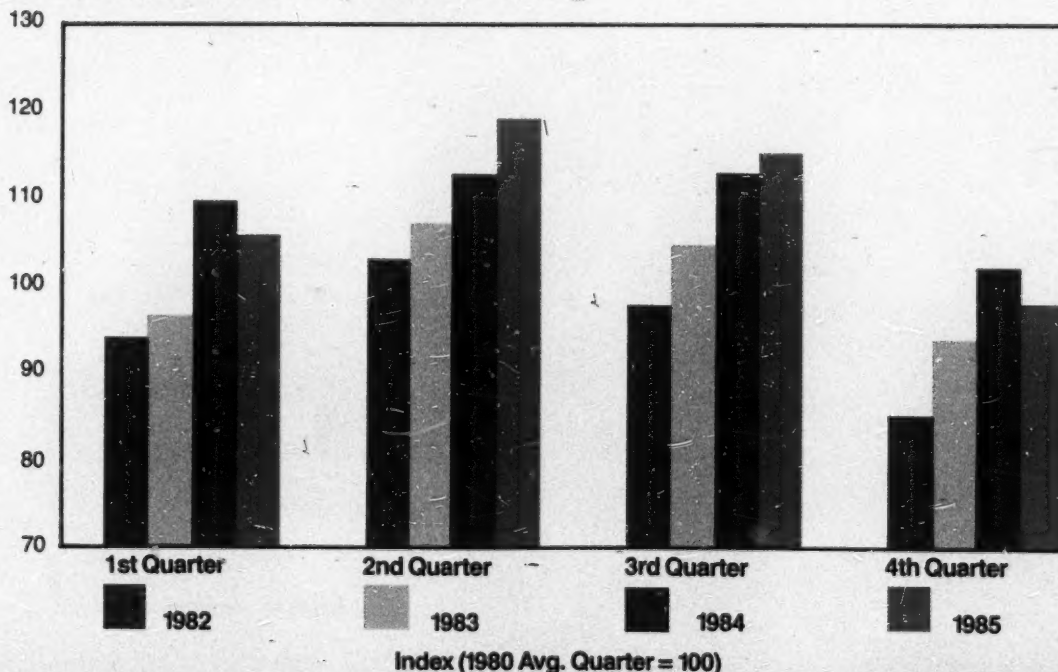
for greases.

The NPRA study is relatively new, having been started in 1982.

It noted that total sales rose 5.2% in 1983 over 1982, and 9.4% in 1984 over

1983. But 1985 was a down year almost all the way around. Only automotive oils showed gains in the second and third quarters in the sea of minus signs for industrial oils and greases.

Automotive Lubricant Sales



Slow Growth Projected for Lube Oil Demand

Although they may disagree on the precise numbers, most analysts of the lubricant market foresee sluggish growth in demand for automotive engine oils through the 1990s.

The most recent forecast, developed by E. Daniel Boston and H.D. Ballard Jr. of Exxon Chemical Americas for the Spring 1986 meeting of the National Petroleum Refiners Assn., puts the motor oil growth factor at about 0.6% per year over the next decade. It should be noted that earlier forecasts prepared for NPRA by other analysts are consistent with the Boston-Ballard scenario.

Factors underlying this slow growth include such on-going trends as extended drain intervals and smaller vehicle crankcases. Boston and Ballard point out, for example, that engine oil use per 1,000 vehicle miles has fallen from 1.07 gal. in 1965 to about .65 gal. in 1985. Oil change intervals of 7,500 miles are typical in late-model vehicle owners manuals.

Boston and Ballard predict that the new SG grade motor oil, which will supercede current SF grades in 1987, will have 90% of the retail oil market by 1989. Their research shows that when new quality levels are introduced, "there is a rapid switch to the new level." They note that 70% of retail oils were of SF quality by the first year and 92% by the second year.

Multigrading will continue to grow, say the Exxon researchers, with about 75% of retail crankcase oils multigraded in 1985 and a projected 80% multigraded by 1990. They also anticipate that by 1987 "a second tier, higher level of fuel economy oils will be introduced to the market."

Fuel economy and cold weather starting capability are factors encouraging a growing preference for 5W-30 oils in car manufacturer recommendations. However, Boston and Ballard are not certain these oils will swing the buying public's preferences away from 10W-30 and 10W-40 oils, "which are perceived as premium oils." Their demand forecast for 1990 foresees retail sales of 5W-30 oils at a "probable" level of 5% of total multigraded oil sales. But they hedge that forecast by noting that 5W-30 sales could "conceivably be as high as 20%." The table at right shows projected multigrade percentages for 1990, with "probable" and "possible" levels shown.

Ballard and Boston project the growth of transmission and hydraulic oils to be just under 1% per year, slightly higher than the average for automotive oils. For industrial oils, they foresee a growth factor of about 0.8% per year, primarily in the process oil category.

Estimated Demand for Automotive Oils

(Add 000,000 gal.)

Year	SAE J-183 Engine Oils	Other Engine Oils	Transmission & Hydraulic Fluids	Gear Oils	Total Automotive Oils
1995	1,171	43	251	62	1,527
1990	1,135	39	240	58	1,472
1989	1,131	38	236	58	1,465
1988	1,118	38	236	57	1,449
1987	1,117	38	234	56	1,145
1986	1,106	37	232	56	1,431
1985	1,099	37	229	55	1,420
1984	1,086	36	229	55	1,406(a)

(a) Sales reported to NPRA for 1984 amounted to 1,375,000,000 gal.

Source: "A View of Lubricant Demand and Quality into the 1990's," E. Daniel Boston and H.D. Ballard Jr., Exxon Chemical Americas.

Estimated Demand for Industrial Oils

(Add 000,000 gal.)

Year	General Industrial Oils	Industrial Crankcase Oils				Metalworking Oils	Process Oils(a)	Total
		Railroad	Marine	Gas Engine	Total			
1995	490	60	47	37	144	160	335	1,149
1990	475	60	45	42	147	175	315	1,112
1989	470	60	45	41	146	175	310	1,101
1988	465	60	44	41	145	175	306	1,080
1987	465	60	44	40	144	170	300	1,079
1986	460	59	43	40	142	170	293	1,067
1985	460	59	43	40	142	170	295	1,067
1984	450	59	42	40	141	170	300	1,071

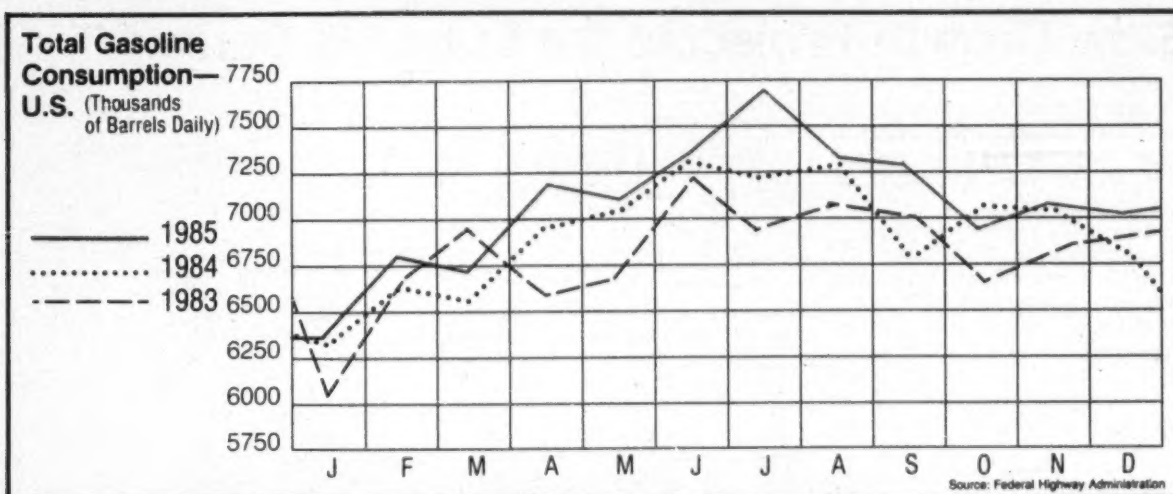
(a) Excluding aromatic extracts.

Source: E. Daniel Boston and H.D. Ballard Jr., Exxon.

Motor Oil Viscosity Grade Distribution, Percent

Grade	1990				
	1982	1983	1984	Probable	Possible
5W-30	1%	1%	1%	5%	20%
10W-30	21	19	21	30	25
10W-40	64	65	61	45	35
Other	14	15	17	20	20

Source: E. Daniel Boston and H.D. Ballard Jr., Exxon.



Gasoline Consumption by States

(Includes on-highway and off-highway consumption)

State	1985 Rank	Total Gasoline (a)		% Chng. '85 vs. '84	Gasohol Included (b)	
		(Add 000 gal.)			(Add 000 gal.)	
		1985	1984		1985	1984
Alabama	23	1,881,466	1,905,627	(1.2%)	196,111	34,899
Alaska	49	267,709	248,903	7.5	—	—
Arizona	26	1,561,181	1,489,965	4.8	—	—
Arkansas	33	1,166,202	1,193,067	(2.3)	9,913	28,871
California	1	11,656,251	11,413,578	2.1	228,017	401,837
Colorado	27	1,558,918	1,514,511	2.9	237,553	82,233
Connecticut	28	1,393,470	1,339,786	4.0	16,409	5,421
Delaware	47	326,204	320,247	1.9	—	—
Dist. of Col.	—	161,938	181,199	(10.6)	22	84
Florida	4	5,462,023	5,261,730	3.8	581,364	508,751
Georgia	10	3,148,673	3,053,861	3.1	—	18
Hawaii	45	349,790	371,084	(5.8)	—	—
Idaho	40	463,502	458,332	1.1	21,167	8,067
Illinois	5	4,863,654	4,551,561	6.3	315,579	562,036
Indiana	15	2,575,794	2,521,948	2.1	696,137	587,396
Iowa	29	1,369,839	1,398,211	(2.0)	436,164	457,125
Kansas	31	1,234,185	1,245,202	(0.9)	281,167	273,077
Kentucky	24	1,736,511	1,764,752	(1.6)	556,478	328,238
Louisiana	18	2,132,374	2,166,617	(1.6)	123,597	24,424
Maine	38	548,083	530,799	3.3	—	—
Maryland	20	1,976,290	1,959,267	0.9	720	82
Massachusetts	16	2,388,603	2,340,189	2.1	—	—
Michigan	8	4,086,108	4,042,348	1.1	548,885	577,723
Minnesota	17	2,136,370	2,084,655	2.5	350,169	2,707
Mississippi	32	1,231,066	1,191,027	3.4	—	—
Missouri	13	2,614,238	2,601,207	0.5	—	13,860
Montana	42	441,744	455,738	(3.1)	8,079	10,181
Nebraska	36	777,136	780,071	(0.4)	242,367	208,455
Nevada	39	509,110	504,530	0.9	1,142	—
New Hampshire	41	446,902	434,424	2.9	—	—
New Jersey	9	3,311,078	3,358,178	(1.4)	—	—
New Mexico	35	783,404	764,343	2.5	75,502	63,756
New York	3	6,785,087	4,927,832	37.7	—	—
North Carolina	11	3,092,962	3,042,021	1.7	121,220	34,037
North Dakota	44	385,714	390,514	(1.2)	36,680	5,469
Ohio	6	4,716,398	4,744,494	(0.6)	623,871	495,595
Oklahoma	22	1,890,867	1,877,793	0.7	25,374	23,620
Oregon	30	1,254,668	1,263,213	(0.7)	168	298
Pennsylvania	7	4,429,755	4,425,335	(0.2)	—	—
Rhode Island	48	375,508	369,612	1.6	—	—
South Carolina	25	1,625,365	1,601,942	1.5	644	154
South Dakota	43	387,453	389,407	(0.5)	52,402	41,343
Tennessee	14	2,534,948	2,501,396	1.3	365,020	264,167
Texas	2	8,899,228	8,501,979	4.7	429,495	207,152
Utah	37	755,798	752,734	0.4	6,223	26,358
Vermont	50	252,811	252,093	0.3	—	—
Virginia	12	2,719,453	2,665,515	2.0	349,930	131,618
Washington	21	1,912,436	2,000,333	(4.4)	7,574	9,143
West Virginia	34	801,431	800,672	—	—	—
Wisconsin	19	2,022,990	2,022,610	0.0	15,069	1,962
Wyoming	46	332,978	358,077	(7.0)	281	309
Total U.S.		109,086,238	106,331,239	2.6%	6,960,943	5,420,466

(a) These totals reflect the gross gal. of gasoline reported for tax purposes by wholesale distributors in each state. The data are taken from state taxation reports. The data include highway and non-highway use, and losses.

(b) These totals show gross gal. of gasohol (ethanol blends) reported by the states. The data are obtained from state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data. All totals—gasoline and gasohol—are preliminary.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1985.

Gasoline Octanes, U.S. Service Stations

Year	Season	Regular grade ⁽¹⁾			Premium grade ⁽²⁾			Unleaded grade		
		Rsh.	Mtr.	(R + M)*	Rsh.	Mtr.	(R + M)*	Rsh.	Mtr.	(R + M)*
				2			2			2
1984-85	Winter	92.8	85.2	89.1	—	—	—	91.8(a) 96.4(b)	82.9(a) 86.8(b)	87.4(a) 91.6(b)
1984	Summer	92.9	85.0	89.0	—	—	—	91.8(a) 96.5(b)	82.9(a) 86.9(b)	87.3(a) 91.7(b)
1983-84	Winter	92.7	84.9	88.8	—	—	—	91.7(a) 96.1(b)	82.9(a) 86.6(b)	87.3(a) 91.3(b)
1983	Summer	93.1	84.9	89.0	—	—	—	92.0(a) 96.2(b)	82.9(a) 86.5(b)	87.5(a) 91.4(b)
1982-83	Winter	92.9	85.2	89.1	—	—	—	91.7(a) 96.3(b)	82.9(a) 86.7(b)	87.3(a) 91.5(b)
1982	Summer	93.0	85.0	89.0	—	—	—	91.9(a) 96.8(b)	82.8(a) 86.6(b)	87.3(a) 91.7(b)
1981-82	Winter	92.7	85.1	88.9	98.1	87.8	93.0	91.8(a) 96.6(b)	82.9(a) 86.8(b)	87.4(a) 91.7(b)
1981	Summer	92.8	85.1	89.0	—	—	—	91.9(a) 96.3(b)	83.0(a) 86.2(b)	87.4(a) 91.3(b)
1980-81	Winter	92.8	85.4	89.1	97.3	89.2	93.3	91.9(a) 96.1(b)	83.3(a) 86.5(b)	87.6(a) 91.4(b)
1980	Summer	96.2	85.2	88.9	97.0	88.6	92.8	92.1(a) 96.1(b)	83.4(a) 86.4(b)	87.8(a) 91.6(b)
1979-80	Winter	92.5	85.5	89.0	97.2	89.3	93.2	92.1(a) 97.1(b)	83.7(a) 87.0(b)	87.9(a) 92.1(b)
1979	Summer	92.8	85.7	89.3	97.6	89.8	93.7	93.0	84.1	88.6
1978-79	Winter	93.2	85.9	89.6	98.0	90.3	94.2	93.1	84.3	88.7
1978	Summer	93.2	85.7	89.5	98.2	90.4	94.3	93.0	83.9	88.5
1977-78	Winter	93.2	85.7	89.5	98.8	91.0	94.9	92.9	83.9	88.4
1977	Summer	93.2	85.9	89.6	98.7	91.2	95.0	92.9	83.9	88.5
1976-77	Winter	93.2	86.1	89.7	98.8	91.4	95.1	92.6	84.1	88.4

*Antiknock index.

(1) Below 93.0 octane; (2) 93.0 octane and above.

(a) Unleaded below 90. (b) Unleaded 90 and above.

Source: Motor Gasolines, Winter 1984-85—National Institute for Petroleum and Energy Research, Bartlesville, Okla., July 1985.

Gasoline Octanes, Regional Averages

	Unleaded Octane Number						Leaded Octane Number					
	Index Below 90			Index Above 90			Index Below 93			Index Above 93 (a)		
	(R + M)			(R + M)			(R + M)			(R + M)		
	Rsch.	Mtr.	+2	Rsch.	Mtr.	+2	Rsch.	Mtr.	+2	Rsch.	Mtr.	+2
Northeast	92.0	82.5	87.3	97.1	86.9	92.0	93.5	85.4	89.5	—	—	—
Mid-Atlantic Coast	92.1	82.6	87.4	97.3	87.2	92.2	93.2	85.3	89.3	—	—	—
Southeast	91.8	82.9	87.4	97.0	86.9	92.0	92.9	85.6	89.2	—	—	—
Appalachian	91.5	82.9	87.2	96.3	86.9	91.6	92.5	85.7	89.1	—	—	—
Michigan	91.1	83.1	87.1	96.3	86.7	91.5	92.9	85.3	89.1	—	—	—
North Illinois	91.7	83.1	87.4	96.3	86.6	91.5	93.0	85.9	89.5	97.1	88.9	93.0
Central Mississippi	91.9	83.0	87.5	96.3	87.2	91.8	93.1	85.5	89.3	—	—	—
Lower Mississippi	92.0	82.8	87.4	96.8	86.7	91.7	92.8	85.5	89.2	—	—	—
North Plains	91.8	83.2	87.5	95.2	87.4	91.3	92.0	84.3	88.2	—	—	—
Central Plains	91.8	83.6	87.7	95.0	86.2	90.6	93.2	85.5	89.4	—	—	—
South Plains	91.8	82.9	87.4	97.0	86.9	92.0	92.9	85.9	89.4	—	—	—
South Texas	92.0	82.5	87.3	96.7	86.9	91.8	93.4	85.8	89.7	—	—	—
South Mountain States	91.5	82.5	87.1	96.4	86.2	91.4	91.4	84.3	87.9	97.2	88.7	93.0
North Mountain States	90.2	82.6	86.4	95.3	86.5	90.9	91.6	84.3	88.0	—	—	—
Pacific Northwest	91.5	83.1	87.4	96.3	87.4	91.9	92.5	85.1	88.9	—	—	—
North California	93.1	82.8	88.0	97.3	85.7	91.5	93.8	84.6	89.3	—	—	—
South California	92.2	83.2	87.7	96.8	86.7	91.8	93.6	84.4	89.0	—	—	—
Average												
Winter 1984-85	91.8	82.9	87.4	96.4	86.8	91.6	92.8	85.2	89.1	97.2	88.8	93.0
Winter 1983-84	91.7	82.9	87.3	96.1	86.6	91.3	92.7	84.9	88.1	—	—	—

(a) In 1981, DOE began two classifications for leaded gasoline—below 93 octane and above 93 octane; however, nothing has been published in the above 93 octane category since the winter of 1981-82, except for the two samples in this report.

Source: Motor Gasolines, Winter 1984-85, National Institute for Petroleum and Energy Research, Bartlesville, Okla., July 1985.

State Gasoline Consumption by Rank

State	1985 Rank	1984 Rank	(Add 000) 1985 Gallons (a)
California.....	1	1	11,656,251
Texas.....	2	2	8,899,228
New York.....	3	4	6,785,087
Florida.....	4	3	5,462,023
Illinois.....	5	6	4,863,654
Ohio.....	6	5	4,716,398
Pennsylvania.....	7	7	4,429,755
Michigan.....	8	8	4,086,108
New Jersey.....	9	9	3,311,078
Georgia.....	10	10	3,148,673
North Carolina.....	11	11	3,092,962
Virginia.....	12	12	2,719,453
Missouri.....	13	13	2,614,238
Tennessee.....	14	15	2,534,948
Indiana.....	15	14	2,575,794
Massachusetts.....	16	16	2,388,603
Minnesota.....	18	18	2,136,370
Louisiana.....	17	17	2,132,374
Wisconsin.....	19	19	2,022,990
Maryland.....	20	21	1,976,290
Washington.....	21	20	1,912,436
Oklahoma.....	22	23	1,890,867
Alabama.....	23	22	1,881,466
Kentucky.....	24	24	1,736,511
South Carolina.....	25	25	1,625,365
Arizona.....	26	27	1,561,181

(a) Preliminary

Source: Federal Highway Administration, Monthly Gasoline Reports, 1985.

State	1985 Rank	1984 Rank	(Add 000) 1985 Gallons (a)
Colorado.....	27	26	1,558,918
Connecticut.....	28	29	1,393,470
Iowa.....	29	28	1,369,839
Oregon.....	30	30	1,254,668
Kansas.....	31	31	1,234,185
Mississippi.....	32	33	1,231,066
Arkansas.....	33	32	1,166,202
West Virginia.....	34	34	801,431
New Mexico.....	35	36	783,404
Nebraska.....	36	35	771,136
Utah.....	37	37	755,798
Maine.....	38	38	548,083
Nevada.....	39	39	509,110
Idaho.....	40	41	463,502
New Hampshire.....	41	42	446,902
Montana.....	42	40	441,744
South Dakota.....	43	44	387,453
North Dakota.....	44	43	385,704
Hawaii.....	45	45	349,790
Wyoming.....	46	47	332,978
Delaware.....	47	48	326,204
Rhode Island.....	48	46	375,508
Alaska.....	49	50	267,709
Vermont.....	50	49	252,811
District of Columbia.....	—	—	161,938

(a) Preliminary

Source: Federal Highway Administration, Monthly Gasoline Reports, 1985.

Unleaded Sales Dominate the Gasoline Market

Mandated in mid-1975 as the required fuel for all new model-year cars from thereon in, unleaded gasolines have gone from literally ground zero to one of absolute dominance of the marketing industry.

In little more than a decade, unleaded gasoline sales represented 65% of all gasoline consumption at the end of 1985, according to Energy Information Administration.

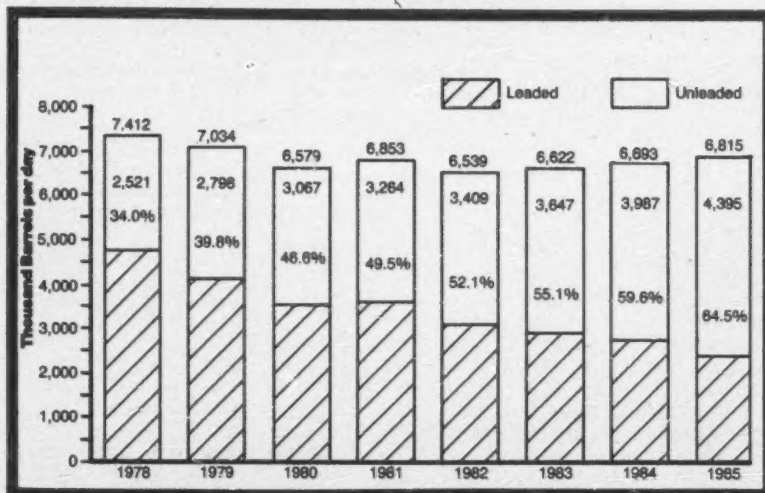
Marketing experts said the upward movement continued in the first half of 1986, with the probability that seven out of every 10 gal. of gasoline now being sold are unleaded grades.

It is believed that by 1990, demand for leaded gasolines will have dwindled to less than 10% of the total requirements.

In peak-year 1978, gasoline consumption averaged 7,412,000 b/d, with unleads amounting to 34% of the total, or 2,421,000 b/d. Total consumption declined to 6,539,000 b/d in 1982 but has been edging upward since then. In 1985, consumption amounted to 6,815,000 b/d, with 65% of it being either of the two unleaded grades.

There are no hard numbers available on the breakout between sales of unleaded regular and unleaded premium, but market sources believe that the latter accounted for about one-third of the total

Unleaded vs. Leaded Motor Gasoline, 1978-1985



Source: Energy Information Administration, Petroleum Supply Monthly, February 1986.

unleaded sales at the end of the first quarter of this year.

EPA says that most vehicles still using leaded gasoline are pre-1975 models. While these vehicles comprise an estimated 31 million cars and 14 million trucks (28% and 35% of the vehicles in operation, respectively), vehicle scrap-age rates increase with the age of the

vehicles.

Oak Ridge National Laboratory has estimated a median life of 10.9 years for passenger cars and 12.0 years for light trucks, with about 2% of the passenger cars and 24% of the light trucks surviving for 20 years. The increasing demand for unleaded fuels reflects the replacement of these vehicles in the motor fleet.

Gasohol Consumption by States—1984

The following table, prepared by the Federal Highway Administration, contains a variety of caveats, as follows: the table shows gross gallons of gasohol reported by the distributors in each state. However, this total must not be considered a national total. In states where gasohol is taxed at the same rate as gasoline, the

gallage data are not reported separately and is commingled with gasoline data. In other states, however, partial tax exemptions have been legislated but the reporting systems have not yet been converted for separate reporting. In any case, the totals should be considered minimums and not maximums.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama.....	2,833	2,572	3,177	3,022	2,945	2,805	2,452	2,616	2,378	2,728	3,593	3,778	34,899
Alaska.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Arizona.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas.....	1,474	1,175	1,180	1,216	2,006	2,112	3,595	3,328	4,255	3,117	2,765	2,648	28,871
California.....	30,904	25,334	39,806	47,294	57,430	54,982	28,166	26,642	23,173	20,355	21,652	26,099	401,837
Colorado.....	1,825	7,913	5,031	5,500	6,000	5,414	6,236	6,100	4,950	5,703	7,699	19,862	82,233
Connecticut.....	—	—	—	—	—	—	1,953	2,326	1,142	—	—	—	5,421
Delaware.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.	12	7	12	13	4	7	—	3	2	3	15	6	84
Florida.....	34,110	43,879	43,025	38,697	40,284	34,978	48,794	43,873	41,995	45,542	45,726	47,848	508,751
Georgia.....	9	5	1	1	—	—	—	—	—	—	2	—	18
Hawaii.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho.....	238	407	473	513	448	326	342	571	942	1,146	1,252	1,409	8,067
Illinois.....	22,031	22,031	34,294	36,745	41,682	54,262	52,082	56,419	46,200	58,215	79,302	58,773	562,036
Indiana.....	43,881	41,732	43,883	45,613	47,033	51,481	51,281	54,249	52,658	51,252	50,998	53,335	587,396
Iowa.....	39,114	34,190	39,565	39,284	41,743	39,707	41,227	41,826	33,266	35,749	35,057	36,397	457,125
Kansas.....	17,433	20,103	23,335	23,972	26,793	26,394	24,808	22,753	20,554	21,902	21,249	23,781	273,077
Kentucky.....	17,423	16,060	22,318	22,272	30,238	31,723	28,753	33,282	28,391	32,538	32,200	33,040	328,238
Louisiana.....	—	—	—	—	—	—	295	2,816	3,169	3,237	6,694	8,213	24,424
Maine.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland.....	5	6	7	6	9	5	7	8	6	5	7	11	82
Massachusetts ..	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan.....	36,656	45,888	39,274	55,066	50,558	58,436	45,892	50,823	44,058	48,951	53,910	48,211	577,723
Minnesota.....	273	295	333	425	107	80	517	85	272	100	128	92	2,707
Mississippi.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri.....	1,155	1,155	1,155	1,155	1,155	1,155	1,155	1,155	1,155	1,155	1,155	1,155	13,860
Montana.....	579	323	937	1,230	847	923	809	1,281	598	776	950	928	10,181
Nebraska.....	16,170	15,095	15,659	15,809	17,552	18,739	17,639	18,952	17,283	18,297	18,606	18,654	208,455
Nevada.....	—	—	—	—	—	—	—	—	—	—	—	—	—
New Hampshire ..	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey.....	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico.....	4,178	4,572	11,078	6,916	3,612	1,898	3,108	3,552	5,974	4,383	7,223	7,262	63,756
New York.....	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina...	361	477	522	639	1,033	1,318	1,495	1,631	1,372	5,607	9,296	10,286	34,037
North Dakota....	203	589	111	325	881	535	505	104	938	543	145	590	5,469
Ohio.....	31,852	30,574	38,399	39,634	44,832	44,926	40,110	44,019	40,935	44,707	45,535	50,072	495,595
Oklahoma.....	3,322	2,810	2,488	2,738	2,520	974	1,256	1,984	1,805	1,357	952	1,414	23,620
Oregon.....	35	11	33	27	23	21	31	30	—	42	12	33	298
Pennsylvania.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island.....	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina ..	8	11	1	29	16	12	13	—	15	14	15	20	154
South Dakota....	2,856	2,628	3,246	3,216	3,674	3,591	3,811	4,078	3,153	3,882	3,715	3,493	41,343
Tennessee.....	17,073	20,077	27,319	28,070	18,197	22,722	25,176	21,662	22,020	11,803	27,148	22,900	264,167
Texas.....	1,132	2,521	6,643	19,689	18,879	20,151	21,262	18,431	21,460	23,459	26,117	27,408	207,152
Utah.....	2,740	3,287	4,203	4,605	5,176	5,232	373	18	81	147	178	318	26,358
Vermont.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia.....	4,172	3,969	8,215	6,702	9,718	14,572	13,458	15,336	13,791	13,959	13,874	13,852	131,618
Washington.....	646	610	512	338	1,066	473	1,290	901	958	883	686	780	9,143
West Virginia....	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin.....	105	22	11	21	25	31	126	372	273	359	250	367	1,962
Wyoming.....	28	17	14	24	18	—	17	26	102	20	22	21	309
Total.....	334,836	350,345	416,260	450,806	476,504	499,985	468,034	481,252	439,324	461,936	518,128	523,056	5,420,466

Source: Federal Highway Administration, Monthly Gasoline Reports, 1985.

Gasohol Consumption by States—1985

This table, prepared by Federal Highway Administration, shows gross gallons of gasohol (ethanol blends) reported by the various states. The data are obtained from state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some

gasohol gallonage may be commingled with gasoline data. At any rate, this is a preliminary report and upward revisions may be expected on the basis of later data. This report indicates there was a 25% increase in gasohol use in 1985.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama.....	7,122	7,716	10,334	12,317	16,482	17,826	19,717	20,364	19,014	21,059	21,278	22,882	196,111
Alaska.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Arizona.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas.....	2,096	1,422	1,179	3,188	2,028	—	—	—	—	—	—	—	9,913
California.....	28,329	27,935	32,930	29,927	27,148	13,140	9,955	9,414	10,234	13,339	13,465	12,201	228,017
Colorado.....	24,411	19,005	22,838	23,457	27,901	22,728	12,337	14,418	11,920	19,428	19,853	19,257	237,553
Connecticut.....	—	—	—	852	1,854	1,918	2,213	2,269	1,947	1,988	2,055	1,313	16,409
Delaware.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.....	—	—	3	2	1	7	—	—	—	—	—	—	13
Florida.....	49,377	49,133	53,928	55,420	57,230	52,454	50,182	49,668	38,953	39,666	39,169	46,184	581,364
Georgia.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Hawaii.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho.....	1,276	1,438	1,208	1,184	1,345	1,889	2,464	2,553	2,139	1,557	1,696	2,418	21,167
Illinois.....	55,415	51,086	58,428	69,877	80,773	—	—	—	—	—	—	—	315,579
Indiana.....	52,296	49,235	56,357	58,455	63,468	56,638	60,519	62,430	56,002	69,675	56,557	54,505	696,137
Iowa.....	33,602	33,877	34,117	35,947	38,884	35,886	38,902	36,503	35,745	35,420	36,985	40,296	436,164
Kansas.....	22,284	20,457	22,202	23,283	22,968	24,962	25,162	25,579	22,670	24,289	23,391	24,370	281,617
Kentucky.....	25,659	40,793	40,407	43,133	44,128	47,107	52,685	46,725	54,174	51,420	56,932	53,315	556,478
Louisiana.....	6,493	2,068	5,682	5,874	3,690	7,179	15,680	14,481	22,927	12,542	15,676	11,305	123,597
Maine.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland.....	6	5	15	70	76	64	83	75	63	59	133	71	720
Massachusetts.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan.....	46,481	40,979	42,723	42,394	45,807	43,781	41,184	55,454	48,578	51,595	41,359	50,550	548,885
Minnesota.....	2,623	3,401	3,986	8,264	10,411	14,230	33,996	45,910	46,387	48,959	68,448	63,554	350,169
Mississippi.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Montana.....	615	1,107	1,022	946	678	780	443	713	548	276	577	364	8,079
Nebraska.....	18,281	17,413	19,710	19,926	22,235	22,160	20,388	21,392	19,848	20,254	20,420	20,340	242,367
Nevada.....	—	—	—	—	140	154	113	185	26	173	157	194	1,142
New Hampshire.....	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey.....	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico.....	6,627	6,198	6,927	6,430	7,407	7,450	6,937	6,042	5,496	5,781	5,076	5,131	75,502
New York.....	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina.....	12,911	14,872	16,408	26,210	22,680	26,435	1,704	—	—	—	—	—	121,220
North Dakota.....	780	1,565	773	947	685	2,406	2,834	2,201	6,309	1,854	9,533	6,783	36,680
Ohio.....	46,883	42,352	51,728	53,612	57,262	58,681	64,001	64,591	57,784	63,906	63,071	—	623,871
Oklahoma.....	1,343	1,577	1,413	1,706	910	912	1,858	1,669	2,492	5,417	4,220	1,857	25,374
Oregon.....	23	—	22	22	23	78	—	—	—	—	—	—	168
Pennsylvania.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island.....	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina.....	18	6	12	16	15	—	—	—	43	—	534	—	644
South Dakota.....	3,334	2,902	3,406	3,813	4,332	4,487	5,016	5,287	4,540	5,585	4,593	5,107	52,402
Tennessee.....	26,075	23,889	28,942	27,802	26,561	26,994	36,475	25,461	27,093	22,284	58,309	35,197	365,020
Texas.....	34,081	34,940	38,707	40,572	44,045	42,587	34,846	35,780	32,031	29,895	30,241	31,770	429,495
Utah.....	506	393	596	364	505	433	623	549	530	629	496	599	6,223
Vermont.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia.....	12,568	14,687	19,998	24,248	25,757	32,667	30,619	37,249	33,999	37,854	37,913	42,371	349,930
Washington.....	742	608	783	525	1,270	263	628	649	567	567	658	314	7,574
West Virginia.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin.....	325	296	313	970	1,315	1,233	1,367	2,583	1,048	1,692	1,629	2,298	15,069
Wyoming.....	23	21	18	20	22	76	30	14	17	13	12	18	281
U.S. Total.....	522,543	511,376	577,115	621,773	660,036	567,605	572,964	590,211	561,127	587,176	634,436	554,581	6,960,943
Puerto Rico.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Grand Total ..	522,543	511,376	577,115	621,773	660,036	567,605	572,964	590,211	561,127	587,176	634,436	554,581	6,960,943

Source: Federal Highway Administration, Monthly Gasoline Reports, 1985.

Diesel Sales for Highway Use 1984

Diesel sales for motor vehicles—passenger cars and trucks—rose 10.4% in 1984, up significantly over 1983's increase of 7.2%. Sales amounted to 16.8 billion gal. in 1984, compared with \$15.2 billion gal. the preceding year.

Off-highway sales also rose 8.5% even though a score of states registered declines in 1984. These sales amounted to 1.7 billion gal., versus 1.5 billion gal. in 1983. Off-highway consumption is primarily construction equipment, farm and conveniences.

(Add 000 gal.)

	On-Highway			Off-Highway		
	1984	1983	% Change	1984	1983	% Change
PAD District 1						
New England States						
Connecticut	183,583	134,526	36.5%	5,442	10,038	(45.8%)
Maine	116,662	72,702	60.5	5,732	9,702	(40.9)
Massachusetts	252,545	225,876	11.8	13,854	12,348	12.2
New Hampshire	40,593	33,600	20.8	4,775	6,804	(29.8)
Rhode Island	32,809	30,282	8.3	4,049	1,512	167.8
Vermont	36,274	30,324	19.6	3,180	6,888	(53.8)
Central Atlantic States						
Delaware	46,602	43,008	8.4	3,324	5,334	(37.7)
District of Columbia ..	21,393	19,950	7.2	435	378	15.1
Maryland	208,168	193,620	7.5	23,629	13,020	81.5
New Jersey	436,162	366,114	19.1	20,714	20,748	—
New York	439,452	375,816	16.9	44,514	24,738	79.9
Pennsylvania	734,690	674,016	9.0	67,066	85,302	(21.4)
Lower Atlantic States						
Florida	664,162	626,602	(19.7)	50,191	12,390	305.0
Georgia	633,816	559,482	13.3	29,836	7,844	290.3
North Carolina	501,663	456,498	9.9	21,231	11,802	79.9
South Carolina	291,490	260,946	10.5	13,990	7,854	78.1
Virginia	408,060	364,938	11.8	36,175	22,848	58.3
West Virginia	123,877	107,058	15.7	28,228	9,912	184.8
Total	5,172,003	4,775,232	8.3	376,637	269,262	39.9
PAD District 2						
Illinois	574,188	560,446	2.3	57,274	33,222	72.4
Indiana	692,209	593,586	16.6	21,140	15,498	36.4
Iowa	313,635	285,600	9.8	13,427	18,900	(30.0)
Kansas	252,239	221,172	14.0	13,639	10,825	28.4
Kentucky	335,968	267,162	25.8	60,273	33,306	81.0
Michigan	425,802	369,726	15.2	26,172	14,280	83.3
Minnesota	284,668	283,626	—	17,616	16,884	4.3
Missouri	438,179	386,358	38.6	22,600	47,292	(52.2)
Nebraska	181,983	172,662	5.4	13,540	8,820	53.5
North Dakota	90,792	88,116	3.0	6,356	10,206	(37.7)
Ohio	610,535	741,678	9.3	34,486	129,570	(73.4)
Oklahoma	401,738	348,894	15.1	51,427	32,004	60.7
South Dakota	95,895	83,412	15.0	4,074	4,032	1.0
Tennessee	503,273	444,654	13.2	27,822	12,684	119.3
Wisconsin	342,908	323,862	5.9	18,333	18,186	—
Total	5,744,012	5,170,956	11.0	390,178	405,510	(3.8)
PAD District 3						
Alabama	345,705	312,900	10.5	58,889	30,828	91.0
Arkansas	285,945	244,440	17.0	27,794	38,472	(27.8)
Louisiana	352,139	330,960	9.4	80,101	112,224	(28.6)
Mississippi	268,572	236,292	13.7	58,427	30,406	92.1
New Mexico	168,017	168,840	—	22,515	21,482	5.4
Texas	1,514,092	1,361,094	11.2	233,404	315,126	(25.9)
Total	2,944,470	2,654,526	10.9	481,230	548,520	(12.3)
PAD District 4						
Colorado	202,150	193,074	4.7	37,327	26,376	41.5
Idaho	93,509	62,958	48.5	10,191	10,332	(1.3)
Montana	113,853	101,850	11.8	13,829	6,762	104.5
Utah	130,617	110,964	17.7	17,630	23,730	(25.7)
Wyoming	104,249	106,764	(2.4)	46,263	25,620	80.6
Total	644,378	575,610	11.9	125,240	92,820	34.9
PAD District 5						
Alaska	96,646	49,308	91.9	8,786	17,472	(49.7)
Arizona	228,929	202,272	13.2	28,642	11,382	(151.7)
California	1,399,258	1,209,768	15.7	151,731	124,782	21.6
Hawaii	17,548	21,630	(18.9)	2,440	6,342	(61.5)
Nevada	77,184	85,806	(10.0)	38,103	7,308	421.4
Oregon	195,543	229,698	(14.9)	25,786	14,154	82.2
Washington	275,452	240,786	14.4	45,089	45,402	—
Total	2,292,560	2,039,268	12.4	300,577	226,842	32.5
U.S. Total	16,797,423	15,215,592	10.4	1,673,591	1,542,954	8.5

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1985 and NPN / Factbook 1985 for 1983 data.

Diesel Fuel Consumption by States—1985

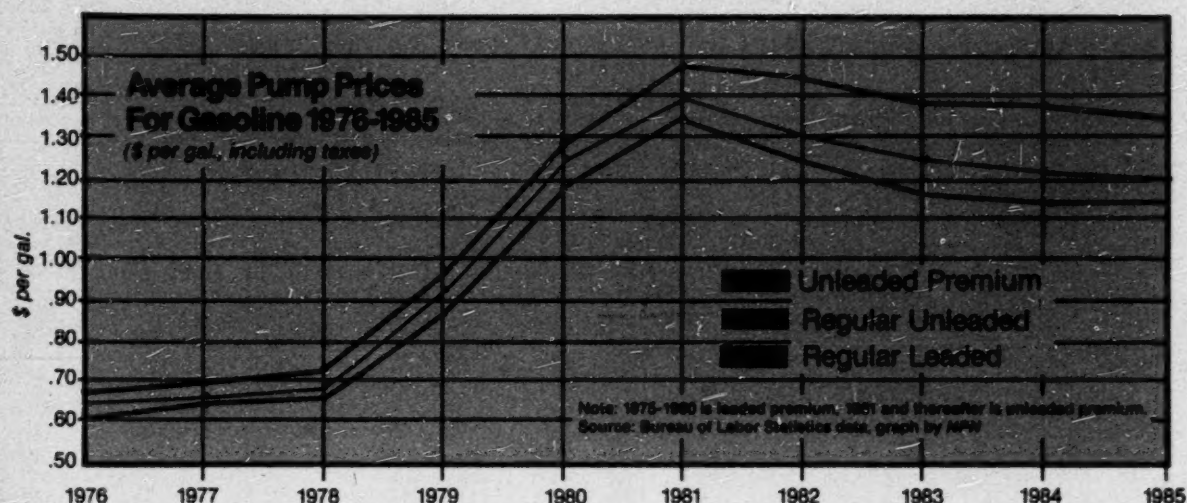
The table below, prepared by the Federal Highway Administration, shows gross gal. of special fuels, but this is primarily diesel fuel. Included are small amounts of liquefied petroleum

gas. In most cases, FHA says, the data reflect retail sales, although few states tax special fuels at the wholesale level. This is a preliminary report for 1985.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	30,165	28,340	26,530	40,653	27,881	27,041	38,454	27,443	27,197	33,010	33,312	25,260	365,286
Alaska	6,734	5,866	8,410	12,236	8,862	10,143	9,723	13,782	24,588	6,140	2,045	632	109,181
Arizona	25,675	17,062	23,878	21,351	20,424	29,798	22,279	18,170	27,684	19,762	22,618	24,311	273,012
Arkansas	20,813	23,280	22,961	29,739	26,285	26,272	23,827	21,558	30,569	17,509	29,557	24,706	297,066
California	109,207	109,207	109,207	114,982	114,982	114,982	121,030	121,030	121,030	126,678	126,678	126,679	1,415,692
Colorado	12,761	15,322	17,669	15,686	15,328	20,567	17,959	18,618	18,868	16,185	15,144	19,129	203,234
Connecticut	15,715	15,397	14,479	13,142	15,713	13,423	16,260	19,207	15,199	18,878	15,699	14,364	187,476
Delaware	5,044	3,578	3,400	4,983	5,952	3,302	5,630	4,151	2,429	6,026	4,253	2,811	51,559
Dist. of Col.	1,794	1,429	2,319	1,949	1,511	1,984	1,977	1,932	1,775	2,015	1,755	573	21,013
Florida	60,980	59,412	62,627	63,432	61,490	56,591	54,581	58,734	54,442	60,308	58,893	64,844	714,334
Georgia	57,601	51,360	61,030	62,806	58,447	51,385	56,838	57,704	52,780	63,420	53,514	50,256	677,141
Hawaii	1,669	1,063	1,699	1,833	2,091	1,000	1,674	1,723	1,549	1,959	—	—	16,260
Idaho	8,940	14,824	1,302	10,032	11,385	1,197	8,532	15,411	1,120	13,334	12,224	737	99,038
Illinois	43,738	29,161	38,945	66,112	52,236	49,705	56,333	49,303	49,515	61,196	53,707	54,673	804,624
Indiana	73,716	62,810	47,120	55,165	94,016	60,609	45,309	70,524	39,457	62,049	50,890	43,919	705,584
Iowa	20,867	22,145	30,364	25,855	23,781	32,543	16,226	23,980	33,559	18,958	24,873	32,804	305,955
Kansas	22,122	19,936	20,167	28,017	25,370	25,031	25,196	23,377	23,443	15,244	19,921	19,982	267,806
Kentucky	26,793	21,680	28,261	28,042	26,683	27,073	27,828	27,633	29,483	27,852	30,087	28,806	330,201
Louisiana	28,062	22,386	32,320	30,732	22,331	32,964	29,086	29,034	32,130	16,007	25,630	38,092	332,774
Maine	11,181	11,613	9,202	9,595	7,861	8,086	11,352	10,937	12,969	12,555	10,330	12,835	128,546
Maryland	16,523	17,504	18,153	18,720	20,310	18,165	24,970	20,537	22,023	24,191	20,717	21,149	242,962
Massachusetts	20,859	17,033	21,774	21,931	19,909	23,100	19,097	15,367	25,963	18,923	19,562	22,622	246,140
Michigan	31,713	27,168	49,140	34,634	31,131	50,743	32,585	32,864	53,316	35,481	29,929	54,162	462,866
Minnesota	22,192	21,701	23,760	21,781	23,941	26,159	24,098	25,827	28,161	22,399	29,278	25,664	294,961
Mississippi	18,685	26,460	18,327	36,073	19,557	22,477	30,172	15,831	34,312	30,300	18,805	24,249	295,248
Missouri	40,462	29,021	38,253	44,453	30,465	42,613	32,901	34,797	44,880	40,120	35,903	43,359	457,227
Montana	8,754	5,864	8,609	11,335	6,630	18,661	2,592	6,569	11,043	11,748	7,322	9,916	109,043
Nebraska	13,056	15,214	17,110	13,528	17,155	17,826	12,974	16,887	18,233	14,891	16,580	16,767	190,221
Nevada	1,615	13,439	8,671	4,880	17,178	1,286	4,904	18,929	1,348	4,504	16,738	1,183	94,675
New Hampshire	3,589	318	5,346	3,561	266	5,870	6,123	945	6,377	4,850	804	5,052	43,101
New Jersey	36,816	34,477	37,222	37,523	40,820	36,472	37,074	39,476	39,218	35,637	37,511	36,000	448,246
New Mexico	41,504	3,207	900	31,909	11,721	1,055	28,823	14,502	1,659	38,431	6,273	1,371	181,355
New York	34,727	40,014	35,704	36,145	79,539	37,480	34,238	43,760	36,386	39,726	75,660	36,178	529,555
North Carolina	24,225	48,494	41,624	42,148	47,903	51,493	38,016	42,914	52,271	24,837	53,902	55,193	523,020
North Dakota	5,496	8,118	3,986	10,622	3,903	10,901	9,277	4,251	11,409	6,822	11,601	10,155	96,541
Ohio	71,314	64,175	72,274	72,074	76,968	83,957	62,257	65,991	65,205	84,703	66,075	—	784,993
Oklahoma	27,477	29,519	37,866	31,705	29,699	40,740	30,438	30,104	39,915	29,879	28,970	36,607	392,919
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	64,099	60,357	67,588	65,579	67,125	64,414	64,505	67,431	65,604	72,206	—	—	658,908
Rhode Island	2,290	2,290	2,290	563	563	563	1,152	1,152	1,152	—	—	—	12,015
South Carolina	25,488	19,302	19,472	34,838	25,445	32,397	20,700	22,054	22,656	24,585	18,971	—	265,908
South Dakota	7,464	6,921	7,256	7,487	7,822	7,637	7,940	8,059	8,111	9,326	9,016	11,366	98,405
Tennessee	30,978	35,061	51,628	34,586	40,705	58,549	44,574	31,111	62,706	45,217	30,721	51,620	517,456
Texas	110,718	119,139	140,230	128,127	131,647	149,026	124,090	133,531	148,609	133,639	124,077	139,286	1,582,119
Utah	7,616	18,752	7,550	4,901	19,629	9,760	3,956	21,097	5,081	10,033	21,621	5,099	135,095
Vermont	1,877	6,017	1,748	1,786	5,087	3,116	1,897	5,242	2,048	3,175	4,983	2,552	39,528
Virginia	33,803	34,258	35,635	38,401	35,274	41,203	37,056	41,967	34,356	41,963	34,877	37,655	446,448
Washington	20,115	24,971	18,378	26,332	17,625	24,995	26,256	18,666	38,412	14,598	33,631	28,684	292,863
West Virginia	7,244	8,935	9,175	12,618	13,545	8,924	13,710	10,808	8,717	13,544	7,510	10,039	124,789
Wisconsin	28,213	24,462	29,662	26,298	28,684	34,334	27,868	27,657	37,193	31,510	25,630	35,380	356,891
Wyoming	8,741	8,657	9,732	8,360	12,239	11,420	10,780	11,631	10,105	10,026	8,978	7,282	117,931
Total	1,351,230	1,306,708	1,400,953	1,499,240	1,505,112	1,529,042	1,405,097	1,436,209	1,536,255	1,476,349	1,386,775	1,314,201	17,147,171

Source: Federal Highway Administration, Monthly Gasoline Reports, 1985.



Retail Gasoline Prices for Selected Areas—1979-1985

(In \$ per gal., including federal, state and local taxes, and representative of full service, self-service and mini-service. Although single-city identifications are used, each is actually a Stan-

dard Metropolitan Statistical Area or a Standard Consolidated Area as defined by the Office of Management and Budget and normally used by the Bureau of Labor Statistics, Census Bureau, etc.)

Area	1985		1984		1983		1982		1981		1980		1979	
	Lead	Unld.	Lead	Unld.	Lead	Unld.	Lead	Unld.	Lead	Unld.	Lead	Unld.	Lead	Unld.
U.S. City Average (a)	\$1.12	\$1.20	\$1.137	\$1.212	\$1.157	\$1.241	\$1.222	\$1.296	\$1.311	\$1.378	\$1.191	\$1.245	\$.857	\$.903
Anchorage, Alaska	1.18	1.24	1.204	1.294	1.253	1.339	1.380	1.446	1.408	1.465	1.241	1.275	.921	.952
Atlanta, Ga.	1.09	1.20	1.110	1.225	1.143	1.248	1.234	1.319	1.328	1.397	1.197	1.251	.843	.890
Baltimore, Md.	1.09	1.16	1.092	1.164	1.244	1.296	1.288	1.335	1.334	1.389	1.204	1.251	.844	.891
Boston, Mass.	1.08	1.17	1.078	1.175	1.155	1.225	1.234	1.283	1.337	1.391	1.199	1.241	.857	.899
Buffalo, N.Y.	1.15	1.20	1.173	1.249	1.222	1.288	1.248	1.306	1.336	1.394	1.235	1.280	.899	.948
Chicago, Ill.	1.18	1.26	1.211	1.284	1.223	1.298	1.284	1.321	1.344	1.410	1.246	1.304	.925	.979
Cincinnati, Ohio	1.09	1.15	1.153	1.218	1.187	1.257	1.217	1.293	1.275	1.345	1.154	1.206	.842	.882
Cleveland, Ohio	1.09	1.18	1.130	1.214	1.175	1.248	1.269	1.327	1.304	1.385	1.160	1.203	.839	.884
Dallas-Ft. Worth, Texas	1.10	1.14	1.072	1.163	1.081	1.158	1.140	1.209	1.245	1.307	1.132	1.186	.789	.833
Denver-Boulder, Colo.	1.06	1.16	1.049	1.153	1.091	1.197	1.197	1.273	1.259	1.330	1.150	1.217	.838	.886
Detroit, Mich.	1.17	1.26	1.236	1.276	1.227	1.280	1.247	1.304	1.335	1.395	1.242	1.303	.891	.947
Honolulu, Hawaii	1.27	1.40	1.366	1.443	1.400	1.462	1.472	1.542	1.409	1.567	1.298	1.355	.937	.976
Houston, Texas	1.02	1.11	1.015	1.116	1.040	1.132	1.143	1.212	1.261	1.313	1.139	1.183	.794	.835
Kansas City, Mo.-Kans.	1.04	1.12	1.082	1.142	1.155	1.226	1.195	1.262	1.237	1.298	1.137	1.190	.843	.886
Los Angeles, Calif.	1.08	1.19	1.102	1.206	1.166	1.215	1.232	1.318	1.337	1.409	1.213	1.271	.892	.943
Miami, Fla.	1.12	1.21	1.126	1.215	1.207	1.326	1.257	1.364	1.319	1.389	1.186	1.235	.841	.892
Milwaukee, Wis.	1.13	1.20	1.147	1.202	1.190	1.224	1.245	1.286	1.273	1.329	1.139	1.198	.819	.864
Minneapolis, St. Paul, Minn.	1.17	1.25	1.171	1.223	1.211	1.284	1.253	1.328	1.294	1.360	1.175	1.231	.860	.901
New York, N.Y.	1.11	1.19	1.116	1.189	1.181	1.257	1.249	1.319	1.355	1.413	1.241	1.286	.882	.927
NE Pennsylvania	1.15	1.23	1.137	1.204	1.157	1.208	1.197	1.242	1.306	1.353	1.178	1.218	.837	.879
Philadelphia, Pa.	1.11	1.16	1.141	1.213	1.149	1.210	1.188	1.255	1.309	1.365	1.192	1.233	.855	.904
Pittsburgh, Pa.	1.15	1.22	1.150	1.238	1.147	1.233	1.234	1.312	1.358	1.409	1.205	1.242	.857	.893
Portland, Ore.	1.12	1.20	1.116	1.222	1.121	1.230	1.257	1.337	1.317	1.381	1.193	1.226	.870	.907
St. Louis, Mo.-Ill.	1.06	1.14	1.086	1.142	1.111	1.164	1.151	1.213	1.230	1.299	1.145	1.208	.851	.897
San Diego, Calif.	1.12	1.25	1.162	1.212	1.157	1.253	1.240	1.339	1.323	1.408	1.215	1.280	.881	.932
San Fran.-Oakland, Calif.	1.14	1.25	1.156	1.302	1.154	1.290	1.260	1.353	1.355	1.436	1.243	1.310	.899	.961
Seattle-Everett, Wash.	1.15	1.22	1.178	1.239	1.145	1.182	1.227	1.271	1.335	1.401	1.211	1.253	.877	.917
Washington, DC	1.15	1.26	1.203	1.269	1.232	1.288	1.256	1.304	1.334	1.393	1.224	1.276	.853	.906
Region (b)														
Northeast	1.121	1.199	1.142	1.204	1.181	1.248	1.238	1.298	1.344	1.396	1.220	1.260	.870	.913
North Central	1.130	1.215	1.156	1.233	1.191	1.261	1.233	1.298	1.303	1.370	1.183	1.244	.861	.910
South	1.099	1.171	1.105	1.192	1.132	1.217	1.196	1.272	1.293	1.360	1.172	1.223	.831	.863
West	1.113	1.201	1.139	1.220	1.132	1.238	1.233	1.325	1.323	1.405	1.201	1.267	.879	.936

(a) The grades are regular in both cases.

(b) Regions are the four U.S. Census Bureau regions.

Source: Bureau of Labor Statistics, Department of Commerce; 1985 date averaged by NPN.

'85 Retail Gasoline Prices—Selected Areas

(In \$ per gal., including appropriate federal, state and local taxes, and representative of full-service, self-service and mini-service pumps and stations. Although single-city identifications are used in the table below, each is

actually a Standard Metropolitan Statistical Area or a Standard Consolidated Area as defined by the Office of Management and Budget and normally used by the Bureau of Labor Statistics, Census Bureau, etc.)

Gasoline—All Types

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	\$1.145	\$1.128	\$1.155	\$1.199	\$1.223	\$1.233	\$1.233	\$1.222	\$1.209	\$1.198	\$1.201	\$1.203	\$1.196
Anchorage, Alaska	1.237	1.222	1.216	1.212	1.241	1.253	1.260	1.260	1.265	1.194	1.189	1.190	1.220
Atlanta, Ga.	1.127	1.113	1.143	1.190	1.212	1.216	1.236	1.229	1.218	1.208	1.189	1.183	1.180
Baltimore, Md.	1.141	1.128	1.147	1.172	1.198	1.205	1.211	1.208	1.202	1.198	1.205	1.208	1.186
Boston, Mass.	1.147	1.130	1.142	1.161	1.190	1.208	1.218	1.219	1.211	1.206	1.213	1.216	1.188
Buffalo, N.Y.	1.189	1.162	1.177	1.177	1.204	1.220	1.228	1.228	1.216	1.214	1.221	1.227	1.203
Chicago, Ill.	1.186	1.166	1.219	1.237	1.276	1.284	1.299	1.293	1.275	1.255	1.282	1.280	1.257
Cincinnati, Ohio	1.087	1.083	1.123	1.176	1.189	1.184	1.191	1.178	1.141	1.129	1.171	1.167	1.152
Cleveland, Ohio	1.130	1.112	1.147	1.219	1.227	1.230	1.232	1.216	1.187	1.176	1.211	1.215	1.192
Dallas-Fort Worth, Texas	1.135	1.116	1.117	1.150	1.192	1.201	1.209	1.206	1.203	1.196	1.121	1.117	1.164
Denver-Boulder, Colo.	.999	.968	1.072	1.143	1.165	1.168	1.173	1.185	1.177	1.170	1.131	1.094	1.120
Detroit, Mich.	1.170	1.183	1.223	1.252	1.267	1.283	1.300	1.292	1.270	1.244	1.255	1.277	1.251
Honolulu, Hawaii	1.377	1.362	1.358	1.353	1.362	1.386	1.420	1.426	1.422	1.421	1.413	1.406	1.392
Houston, Texas	1.067	1.040	1.061	1.109	1.137	1.145	1.144	1.137	1.122	1.101	1.106	1.111	1.107
Kansas City, Mo.-Kan.	1.020	.979	1.031	1.107	1.136	1.159	1.166	1.162	1.149	1.109	1.126	1.116	1.105
Los Angeles, Calif.	1.151	1.135	1.182	1.252	1.272	1.266	1.239	1.187	1.164	1.160	1.145	1.175	1.194
Miami, Fla.	1.162	1.150	1.175	1.236	1.256	1.259	1.256	1.256	1.246	1.237	1.237	1.241	1.226
Minneapolis, Wis.	1.117	1.097	1.149	1.198	1.221	1.235	1.235	1.226	1.187	1.168	1.204	1.200	1.187
Minneapolis-St. Paul, Minn.	1.141	1.112	1.136	1.201	1.238	1.293	1.309	1.309	1.279	1.233	1.239	1.239	1.227
New York, N.Y.	1.188	1.162	1.174	1.198	1.216	1.239	1.244	1.241	1.231	1.232	1.240	1.247	1.216
Northeast Pennsylvania	1.161	1.150	1.190	1.204	1.221	1.227	1.235	1.235	1.229	1.225	1.233	1.233	1.212
Philadelphia, Pa.	1.152	1.145	1.182	1.146	1.174	1.189	1.199	1.195	1.193	1.196	1.202	1.201	1.180
Pittsburgh, Pa.	1.187	1.181	1.193	1.218	1.241	1.259	1.260	1.262	1.257	1.246	1.206	1.208	1.227
Portland, Ore.	1.180	1.159	1.149	1.164	1.203	1.233	1.232	1.209	1.197	1.195	1.188	1.138	1.187
St. Louis, Mo.	1.056	1.030	1.058	1.134	1.149	1.156	1.163	1.201	1.172	1.149	1.170	1.170	1.134
San Diego, Calif.	1.186	1.162	1.209	1.288	1.309	1.310	1.283	1.234	1.216	1.212	1.205	1.206	1.235
San Francisco, Calif.	1.225	1.209	1.233	1.268	1.304	1.307	1.297	1.259	1.238	1.235	1.219	1.221	1.251
Seattle-Everett, Wash.	1.227	1.203	1.184	1.186	1.231	1.253	1.247	1.227	1.208	1.203	1.187	1.195	1.213
Washington, D.C.	1.233	1.219	1.235	1.268	1.294	1.298	1.300	1.295	1.290	1.283	1.284	1.264	1.272

Gasoline-Leaded Regular

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	\$1.060	\$1.041	\$1.071	\$1.119	\$1.144	\$1.153	\$1.154	\$1.143	\$1.129	\$1.117	\$1.123	\$1.123	\$1.120
Anchorage, Alaska	1.182	1.166	1.160	1.159	1.195	1.206	1.213	1.214	1.220	1.141	1.148	1.151	1.180
Atlanta, Ga.	1.029	1.016	1.049	1.092	1.117	1.117	1.146	1.139	1.126	1.121	1.090	1.082	1.094
Baltimore, Md.	1.043	1.027	1.048	1.075	1.099	1.109	1.123	1.120	1.114	1.110	1.118	1.119	1.092
Boston, Mass.	1.041	1.018	1.030	1.052	1.080	1.099	1.116	1.118	1.108	1.101	1.108	1.110	1.082
Buffalo, N.Y.	1.112	1.093	1.120	1.115	1.143	1.157	1.172	1.171	1.161	1.157	1.166	1.173	1.145
Chicago, Ill.	1.109	1.094	1.134	1.167	1.191	1.202	1.219	1.212	1.198	1.177	1.204	1.203	1.176
Cincinnati, Ohio	1.033	1.026	1.062	1.113	1.125	1.121	1.126	1.111	1.090	1.067	1.106	1.104	1.091
Cleveland, Ohio	1.012	.999	1.035	1.113	1.114	1.118	1.124	1.107	1.073	1.065	1.102	1.173	1.086
Dallas-Ft. Worth, Texas	1.074	1.052	1.052	1.085	1.136	1.144	1.134	1.130	1.146	1.139	1.057	1.055	1.100
Denver-Boulder, Colo.	.925	.900	1.005	1.080	1.101	1.104	1.107	1.122	1.116	1.108	1.071	1.033	1.056
Detroit, Mich.	1.087	1.106	1.147	1.176	1.188	1.205	1.224	1.219	1.193	1.161	1.175	1.197	1.173
Honolulu, Hawaii	1.256	1.246	1.241	1.230	1.236	1.269	1.301	1.311	1.304	1.301	1.301	1.295	1.274
Houston, Texas	.979	.951	.972	1.029	1.058	1.062	1.063	1.054	1.039	1.020	1.022	1.031	1.023
Kansas City, Mo.-Kan.	.959	.915	.974	1.051	1.078	1.100	1.105	1.100	1.088	1.043	1.063	1.052	1.044
Los Angeles, Calif.	1.040	1.033	1.078	1.147	1.196	1.136	1.130	1.078	1.054	1.052	1.035	1.072	1.081
Miami, Fla.	1.050	1.035	1.063	1.109	1.140	1.145	1.152	1.146	1.137	1.131	1.132	1.138	1.115
Minneapolis, Wis.	1.057	1.035	1.090	1.138	1.180	1.178	1.177	1.170	1.140	1.110	1.148	1.144	1.129
Minneapolis-St. Paul, Minn.	1.092	1.062	1.084	1.148	1.186	1.238	1.255	1.258	1.225	1.177	1.183	1.184	1.174
New York, N.Y.	1.060	1.035	1.087	1.088	1.106	1.138	1.147	1.146	1.135	1.136	1.141	1.147	1.114
Northeast Pennsylvania	1.092	1.090	1.108	1.129	1.147	1.239	1.165	1.165	1.161	1.157	1.184	1.186	1.149
Philadelphia, Pa.	1.075	1.068	1.084	1.081	1.106	1.122	1.135	1.135	1.135	1.137	1.141	1.136	1.113
Pittsburgh, Pa.	1.104	1.095	1.111	1.139	1.161	1.173	1.183	1.185	1.180	1.167	1.145	1.146	1.149
Portland, Ore.	1.113	1.091	1.080	1.097	1.138	1.162	1.159	1.134	1.120	1.110	1.107	1.059	1.115
St. Louis, Mo.-Ill.	.989	.967	.995	1.077	1.088	1.094	1.022	1.122	1.090	1.063	1.088	1.089	1.057
San Diego, Calif.	1.073	1.039	1.089	1.178	1.200	1.202	1.174	1.114	1.095	1.093	1.089	1.086	1.119
San Francisco, Calif.	1.112	1.097	1.121	1.138	1.196	1.196	1.191	1.147	1.125	1.122	1.111	1.113	1.139
Seattle-Everett, Wash.	1.169	1.144	1.122	1.125	1.171	1.196	1.188	1.167	1.145	1.142	1.126	1.132	1.152
Washington, D.C.	1.107	1.087	1.106	1.142	1.171	1.177	1.180	1.173	1.168	1.163	1.168	1.129	1.148

Source: Bureau of Labor Statistics, Department of Commerce, Consumer and Energy Prices, 1985.

by Month and Grade

Gasoline-Unleaded Regular

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	\$1.148	\$1.131	\$1.159	\$1.205	\$1.231	\$1.241	\$1.242	\$1.229	\$1.216	\$1.204	\$1.207	\$1.208	\$1.202
Anchorage, Alaska	1.245	1.233	1.227	1.225	1.250	1.261	1.269	1.271	1.274	1.192	1.197	1.200	1.237
Atlanta, Ga.	1.130	1.113	1.147	1.189	1.223	1.227	1.244	1.231	1.222	1.210	1.211	1.204	1.197
Baltimore, Md.	1.114	1.101	1.122	1.152	1.179	1.186	1.190	1.187	1.161	1.176	1.181	1.185	1.163
Boston, Mass.	1.184	1.167	1.121	1.144	1.176	1.195	1.207	1.205	1.197	1.192	1.170	1.203	1.170
Buffalo, N.Y.	1.177	1.180	1.184	1.180	1.211	1.227	1.232	1.230	1.222	1.216	1.224	1.123	1.196
Chicago, Ill.	1.197	1.189	1.219	1.261	1.270	1.291	1.301	1.296	1.270	1.240	1.273	1.271	1.257
Cincinnati, Ohio	1.082	1.076	1.123	1.179	1.191	1.195	1.193	1.179	1.135	1.120	1.170	1.160	1.148
Cleveland, Ohio	1.119	1.103	1.139	1.213	1.221	1.223	1.225	1.207	1.174	1.164	1.200	1.123	1.176
Dallas-Fort Worth, Texas	1.109	1.087	1.085	1.120	1.165	1.178	1.184	1.182	1.178	1.172	1.124	1.118	1.142
Denver-Boulder, Colo.	1.035	1.001	1.109	1.179	1.200	1.204	1.211	1.221	1.212	1.204	1.163	1.125	1.155
Detroit, Mich.	1.177	1.191	1.233	1.264	1.281	1.300	1.317	1.305	1.282	1.260	1.270	1.292	1.264
Honolulu, Hawaii	1.379	1.358	1.354	1.351	1.364	1.387	1.424	1.431	1.428	1.428	1.427	1.421	1.396
Houston, Texas	1.053	1.023	1.046	1.095	1.123	1.136	1.322	1.123	1.108	1.084	1.089	1.090	1.108
Kansas City, Mo.-Kan.	1.035	.996	1.046	1.125	1.156	1.179	1.187	1.185	1.169	1.131	1.146	1.135	1.124
Los Angeles, Calif.	1.147	1.123	1.175	1.248	1.271	1.266	1.297	1.185	1.162	1.156	1.141	1.177	1.191
Miami, Fla.	1.142	1.131	1.156	1.200	1.237	1.241	1.240	1.236	1.226	1.215	1.214	1.219	1.205
Milwaukee, Wis.	1.126	1.108	1.160	1.211	1.235	1.249	1.247	1.240	1.207	1.178	1.212	1.209	1.190
Minneapolis-St. Paul, Minn.	1.158	1.128	1.152	1.220	1.258	1.316	1.331	1.329	1.300	1.256	1.260	1.280	1.247
New York, N.Y.	1.137	1.131	1.143	1.168	1.166	1.209	1.214	1.209	1.200	1.198	1.206	1.212	1.185
Northeast Pennsylvania	1.174	1.174	1.195	1.222	1.239	1.244	1.251	1.252	1.243	1.238	1.246	1.246	1.227
Philadelphia, Pa.	1.127	1.119	1.138	1.133	1.165	1.179	1.189	1.184	1.178	1.182	1.197	1.186	1.184
Pittsburgh, Pa.	1.173	1.167	1.236	1.272	1.226	1.246	1.244	1.244	1.238	1.227	1.202	1.204	1.223
Portland, Ore.	1.188	1.165	1.155	1.169	1.214	1.248	1.248	1.224	1.212	1.210	1.202	1.167	1.200
St. Louis, Mo.-Ill.	1.063	1.035	1.063	1.139	1.157	1.165	1.172	1.201	1.172	1.150	1.167	1.165	1.137
San Diego, Calif.	1.192	1.173	1.220	1.299	1.321	1.325	1.299	1.252	1.232	1.228	1.217	1.221	1.248
San Francisco, Calif.	1.227	1.211	1.236	1.272	1.307	1.313	1.298	1.259	1.236	1.234	1.215	1.217	1.252
Seattle-Everett, Wash.	1.232	1.208	1.189	1.190	1.239	1.263	1.258	1.237	1.221	1.213	1.197	1.210	1.221
Washington, D.C.	1.212	1.199	1.237	1.255	1.279	1.282	1.284	1.280	1.274	1.269	1.266	1.234	1.256

Gasoline-Unleaded Premium

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. City Average	\$1.304	\$1.290	\$1.310	\$1.340	\$1.360	\$1.371	\$1.367	\$1.359	\$1.349	\$1.342	\$1.339	\$1.334	\$1.339
Anchorage, Alaska	1.404	1.374	1.365	1.366	1.388	1.397	1.404	1.383	1.393	NA	NA	NA	NA
Atlanta, Ga.	1.296	1.287	1.306	1.337	1.353	1.359	1.375	1.382	1.372	1.361	1.299	1.296	1.336
Baltimore, Md.	1.301	1.291	1.302	1.316	1.338	1.343	1.348	1.345	1.337	1.331	1.342	1.339	1.328
Boston, Mass.	1.296	1.287	1.292	1.302	1.325	1.343	1.342	1.347	1.342	1.337	1.342	1.344	1.325
Buffalo, N.Y.	1.286	1.273	1.299	1.291	1.308	1.326	1.334	1.332	1.327	1.327	1.324	1.320	1.313
Chicago, Ill.	1.389	1.380	1.399	1.425	1.440	1.441	1.451	1.448	1.420	1.410	1.443	1.438	1.420
Cincinnati, Ohio	1.254	1.234	1.280	1.327	1.341	1.337	1.339	1.339	1.308	1.310	1.332	1.345	1.314
Cleveland, Ohio	1.296	1.274	1.303	1.368	1.376	1.380	1.381	1.373	1.358	1.346	1.375	1.329	1.347
Dallas-Fort Worth, Texas	1.300	1.288	1.297	1.315	1.348	1.348	1.360	1.354	1.354	1.346	1.243	1.242	1.316
Denver-Boulder, Colo.	1.224	1.180	1.247	1.303	1.334	1.335	1.327	1.334	1.323	1.331	1.297	1.277	1.293
Detroit, Mich.	1.346	1.339	1.369	1.389	1.403	1.406	1.417	1.409	1.397	1.367	1.382	1.406	1.386
Honolulu, Hawaii	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Houston, Texas	1.248	1.229	1.245	1.273	1.301	1.303	1.308	1.306	1.292	1.277	1.283	1.287	1.279
Kansas City, Mo.-Kan.	1.157	1.150	1.191	1.246	1.270	1.292	1.299	1.299	1.294	1.264	1.277	1.280	1.252
Los Angeles, Calif.	1.327	1.314	1.355	1.413	1.425	1.419	1.396	1.344	1.327	1.325	1.310	1.311	1.356
Miami, Fla.	1.252	1.243	1.264	1.306	1.344	1.348	1.345	1.341	1.333	1.324	1.324	1.328	1.313
Milwaukee, Wis.	1.271	1.258	1.301	1.345	1.357	1.373	1.374	1.362	1.346	1.324	1.353	1.352	1.333
Minneapolis-St. Paul, Minn.	1.260	1.242	1.259	1.312	1.342	1.401	1.412	1.409	1.377	1.339	1.347	1.347	1.337
New York, N.Y.	1.269	1.283	1.299	1.319	1.338	1.352	1.354	1.351	1.340	1.342	1.346	1.358	1.331
Northeast Pennsylvania	1.311	1.311	1.326	1.344	1.359	1.364	1.370	1.371	1.366	1.363	1.369	1.365	1.351
Philadelphia, Pa.	1.296	1.293	1.305	1.283	1.308	1.323	1.327	1.328	1.327	1.329	1.337	1.351	1.316
Pittsburgh, Pa.	1.331	1.327	1.341	1.362	1.384	1.403	1.404	1.406	1.406	1.397	1.351	1.359	1.373
Portland, Ore.-Wash.	1.386	1.380	1.366	1.379	1.399	1.424	1.429	1.410	1.404	1.400	1.402	1.323	1.392
St. Louis, Mo.-Ill.	1.225	1.210	1.225	1.283	1.299	1.305	1.309	1.373	1.358	1.338	1.367	1.366	1.305
San Diego, Calif.	1.375	1.351	1.387	1.446	1.471	1.462	1.445	1.406	1.395	1.390	1.391	1.385	1.409
San Francisco, Calif.	1.381	1.355	1.381	1.414	1.462	1.464	1.438	1.428	1.412	1.404	1.395	1.397	1.411
Seattle-Everett, Wash.	1.367	1.345	1.333	1.336	1.365	1.378	1.374	1.359	1.345	1.342	1.329	1.332	1.350
Washington, D.C.	1.375	1.364	1.374	1.398	1.424	1.428	1.428	1.426	1.423	1.418	1.425	1.452	1.411

(NA—Data not adequate for publication)

Source: Bureau of Labor Statistics, Department of Commerce, Consumer and Energy Prices, 1985.

Residential No. 2 Prices for Selected States

(¢ gal., excluding taxes)

	Conn.	Maine	Mass.	N.H.	R.I.	Vt.	Del.	D.C.	Md.	N.J.	N.Y.	Pa.	Va.
1985													
January	106.9	97.9	107.2	101.3	108.1	106.9	103.8	112.1	107.5	105.0	111.3	102.9	106.2
February	107.2	98.5	107.1	102.7	106.9	107.3	104.0	117.1	106.6	105.7	112.0	103.2	106.8
March	106.8	100.6	107.3	103.3	106.2	107.9	104.6	115.9	108.3	105.1	111.3	102.1	105.8
April	107.0	101.5	106.6	102.2	106.9	106.4	105.1	113.9	109.7	105.2	110.7	100.9	103.8
May	106.2	99.4	104.5	99.9	102.1	105.4	100.7	112.4	108.1	103.4	109.7	99.8	103.9
June	103.5	95.4	101.1	94.4	98.6	103.7	98.4	107.1	104.4	99.8	108.1	95.0	104.4
July	100.2	91.4	98.3	90.9	97.5	101.6	96.2	107.3	101.2	97.4	105.0	92.1	99.6
August	99.5	91.0	96.1	91.7	95.9	101.5	97.5	105.5	98.9	97.3	105.0	92.5	99.2
September	100.5	94.0	100.7	97.5	101.0	104.9	98.8	107.1	103.2	101.4	104.5	96.6	102.2
October	106.4	99.4	104.7	102.3	104.4	106.9	102.7	109.9	106.3	103.4	107.0	98.6	105.8
November	111.4	103.7	110.5	107.7	111.6	111.2	107.1	114.5	111.8	109.3	114.3	105.7	107.5
December	114.3	105.6	110.2	109.1	111.1	113.4	110.7	117.0	112.7	112.2	115.0	108.9	110.2
1985 Average	108.0	99.7	106.8	102.5	106.7	107.8	104.7	114.2	108.8	105.9	111.2	102.2	106.1
1984													
January	115.7	110.2	114.4	114.0	113.7	116.6	114.8	122.0	115.6	114.1	116.3	112.9	111.4
February	121.7	112.6	119.7	117.8	117.5	118.9	118.4	128.6	121.9	119.5	124.3	117.4	117.5
March	114.5	103.3	113.1	108.8	111.7	115.1	111.1	122.8	116.2	113.5	117.0	110.9	112.6
April	113.4	103.3	112.4	107.7	110.7	113.3	109.9	119.9	115.6	110.6	116.0	107.8	110.8
May	112.5	102.7	112.5	108.8	111.4	112.2	108.0	119.5	113.0	109.1	114.5	105.8	111.1
June	110.6	103.7	110.5	104.5	110.8	112.6	107.2	116.3	109.9	107.1	115.0	103.3	108.7
July	107.4	102.5	107.3	101.9	109.3	108.6	103.7	115.5	109.0	104.9	112.8	99.7	107.2
August	104.7	98.0	105.5	96.6	106.0	106.0	103.7	109.8	105.2	103.6	110.2	99.6	105.2
September	105.4	99.1	108.0	101.0	105.9	106.9	102.1	109.9	106.7	104.3	109.3	100.9	105.9
October	108.2	101.9	108.9	102.2	107.4	108.0	103.6	111.9	107.6	105.7	111.9	101.5	106.7
November	107.2	100.6	107.2	102.7	106.5	107.5	103.3	111.9	106.2	105.2	111.7	102.9	107.1
December	106.4	97.9	107.0	103.1	107.1	106.4	102.8	112.9	107.1	104.9	111.3	103.2	107.7
1984 Average	112.1	103.9	111.6	106.4	111.4	111.9	108.6	114.7	113.5	111.0	115.5	107.9	110.8
1983 Average	108.1	102.8	108.1	104.1	110.5	112.9	106.0	117.0	110.3	107.9	112.1	105.8	108.7
1982 Average	118.3	115.5	117.6	117.4	120.1	120.1	111.3	124.5	117.1	117.4	120.5	113.7	117.7
1981 Average	121.7	120.4	121.3	123.7	123.8	125.4	117.3	127.4	121.4	121.5	123.2	118.1	120.5
1980 Average	98.3	96.3	97.6	100.4	101.1	101.5	95.4	102.6	97.9	97.9	98.2	96.4	98.5
1979 Average	72.0	68.8	70.9	72.5	72.8	72.5	68.2	74.2	70.1	71.0	71.2	69.8	70.4
1978 Average	50.1	48.6	48.8	50.3	50.7	50.8	47.8	50.7	49.2	49.6	50.1	48.6	49.1

	W.Va.	Ill.	Ind.	Mich.	Minn.	Ohio	Wis.	Idaho	Ark.	Ore.	Wash.	U.S. Avg.
1985												
January	98.6	95.2	98.6	102.1	99.5	96.3	97.3	96.8	108.6	95.1	100.6	104.9
February	98.3	94.4	97.8	101.0	99.8	96.7	96.1	96.9	107.6	96.6	99.8	105.3
March	98.1	94.5	96.3	101.3	101.0	97.9	96.4	96.6	112.8	95.7	100.3	105.0
April	96.4	96.7	98.6	98.2	101.4	99.9	97.6	96.1	NA	96.5	99.2	105.0
May	93.8	96.4	101.5	96.8	103.8	99.9	99.6	96.8	106.8	96.7	98.1	103.5
June	90.7	92.1	97.5	98.2	104.3	97.1	94.2	95.9	107.4	95.5	99.1	100.8
July	90.2	90.0	93.2	99.4	100.5	92.9	93.0	94.9	108.1	95.3	97.5	98.0
August	88.6	90.8	93.1	96.8	101.0	91.8	93.0	94.5	107.1	93.0	97.1	97.2
September	96.2	95.6	95.4	99.2	98.6	95.8	94.9	94.3	109.2	93.9	97.6	99.7
October	98.7	100.1	101.1	101.7	101.1	98.0	99.1	97.2	108.8	94.1	100.0	103.0
November	105.0	104.0	105.2	103.5	105.6	104.4	102.0	98.0	105.2	99.1	104.4	108.6
December	104.8	103.4	105.4	107.7	105.0	105.7	103.2	99.1	106.7	102.5	106.1	110.4
1985 Average	98.1	97.5	99.3	101.9	101.9	99.7	98.3	97.2	108.1	97.0	101.1	105.3
1984												
January	108.5	104.7	106.0	107.3	106.8	104.8	121.5	100.1	104.1	100.5	103.8	112.0
February	109.9	106.9	107.3	108.0	102.8	105.7	102.8	101.3	106.5	100.9	103.8	116.9
March	104.9	102.3	100.6	105.9	105.1	101.7	97.2	97.2	107.3	100.9	104.6	111.3
April	101.6	103.3	103.4	104.8	103.9	101.9	101.4	96.2	107.3	100.6	106.0	109.8
May	98.9	102.3	102.4	105.2	105.3	103.1	101.0	96.1	107.2	99.5	104.2	108.4
June	92.5	101.6	105.9	103.3	104.2	101.7	100.5	93.8	107.8	99.2	103.5	107.2
July	96.2	98.4	101.4	102.6	105.1	101.8	100.5	93.1	107.2	97.1	100.4	104.8
August	96.5	98.9	100.3	101.8	104.5	99.5	100.2	97.4	107.5	94.9	99.7	103.3
September	96.9	98.6	100.7	103.2	103.5	100.1	96.6	96.4	105.0	96.9	100.4	103.6
October	98.3	97.1	100.9	103.0	103.0	101.2	100.7	99.4	107.8	98.5	100.9	104.9
November	99.9	95.8	102.3	103.3	103.1	100.8	101.0	97.9	107.8	97.4	101.3	105.3
December	99.2	94.4	100.9	103.2	102.8	99.3	99.0	98.0	107.5	97.4	100.5	104.8
1984 Average	102.1	100.1	103.1	105.0	104.1	102.1	101.0	94.5	109.9	95.3	102.8	109.1
1983 Average	101.0	100.4	100.7	106.4	103.1	101.3	101.2	101.8	108.8	103.8	109.0	107.8
1982 Average	109.3	110.9	114.3	113.9	115.1	110.2	107.8	110.4	117.4	111.8	117.8	116.0
1981 Average	115.0	114.9	118.5	118.3	118.4	113.2	109.1	110.4	118.0	111.4	116.5	119.4
1980 Average	92.2	95.8	99.6	97.8	99.9	91.9	91.5	91.8	97.8	97.3	100.8	97.4
1979 Average	65.1	68.8	72.7	70.9	72.4	68.6	67.3	62.1	68.2	68.0	69.7	70.4
1978 Average	46.2	46.5	48.5	47.9	47.8	47.4	44.7	43.6	53.2	45.8	48.6	49.0

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1985, published March 1986.

Gasoline Prices by Grades and Months

(U.S. averages, retail, including taxes, in ¢ per gal.)

		Leaded Regular	Unleaded Regular	Unleaded Premium (a)	Average for All Types
1985	January	106.0	114.8	130.4	114.5
	February	104.1	113.1	129.0	112.8
	March	107.1	115.9	131.0	115.5
	April	111.9	120.5	134.0	119.9
	May	114.4	123.1	136.0	122.3
	June	115.3	124.1	137.1	123.3
	July	115.4	124.2	136.7	123.3
	August	114.3	122.9	135.9	122.2
	September	112.9	121.6	134.9	120.9
	October	111.7	120.4	134.2	119.8
	November	112.3	120.7	133.9	120.1
	December	112.3	120.8	134.4	120.3
	Average	111.5	120.2	134.0	119.6
1984	January	113.1	121.6	136.9	120.0
	February	112.5	120.9	136.1	119.3
	March	112.5	121.0	136.2	119.4
	April	114.5	122.7	137.5	121.1
	May	115.4	123.6	138.0	122.1
	June	114.7	122.9	137.7	121.4
	July	112.9	121.2	137.0	119.7
	August	111.6	119.6	135.5	118.4
	September	112.0	120.3	136.0	118.9
	October	112.7	120.9	136.5	119.5
	November	112.4	120.7	136.4	119.3
	December	110.9	119.3	135.4	117.9
	Average	112.9	121.2	136.6	119.8
1983	January	114.6	122.8	137.6	121.3
	February	109.9	118.7	133.8	117.0
	March	106.4	115.1	130.8	113.5
	April	113.1	121.5	136.0	119.8
	May	117.7	125.9	139.7	124.3
	June	119.7	127.7	141.1	126.1
	July	120.7	128.8	142.1	127.2
	August	120.3	128.5	141.9	126.9
	September	118.9	127.4	141.0	125.7
	October	117.2	125.5	139.5	123.9
	November	115.6	124.1	138.4	122.4
	December	114.6	123.1	137.6	121.5
	Average	115.7	124.1	138.3	122.5
Average	1982	122.2	129.6	141.5 (a)	128.1
	1981 (b)	131.1	137.8	141.5 (a)	128.1
	1980	119.1	124.5	128.1 (a)	122.1
	1979	85.7	90.3	92.2 (a)	88.2
	1978	62.6	67.0	69.4 (a)	65.2
	1977	62.2	66.6	67.4 (a)	NA
	1976	59.0	61.4	63.6 (a)	NA
	1975	56.7	NA	60.9 (a)	NA
	1974	53.2	NA	56.9 (a)	NA

(a) In January 1984, this series was switched from leaded premium to unleaded premium to reflect changing market conditions. The monthly columns for 1983 have been revised to unleaded status.

(b) Data for 1981 and earlier are for leaded premium. Beginning in September 1981, Bureau of Labor Statistics changed the weights used in the calculation of average motor gasoline prices. In the fourth column above, gasoline is included and unleaded premium is weighted more heavily.

Source: Department of Energy, Monthly Energy Review, March 1986.

Wholesale Price Trends Through 1985

Year	Refinery products in eight refinery markets representing total U.S.						Crude	
	Motor gasoline ¢ gal.	Kero- sine ¢ gal.	Light fuel ¢ gal.	Heavy fuel ¢ gal.	Average 4 products		8 areas \$/bbl.	Products vs. crude \$/bbl.
					¢ gal.	\$/bbl.		
1985 (a)	81.11	81.69	76.66	56.41	73.06	30.69	24.070	6.62
1984	81.14	84.75	79.62	59.14	74.49	31.29	25.880	5.41
1983	86.97	85.12	80.05	57.30	75.33	31.64	26.190	5.51
1982	94.56	97.18	91.95	57.80	82.44	34.82	28.520	6.10
1981	101.63	101.03	97.20	61.17	88.75	37.28	31.770	5.51
1980	87.40	80.26	78.21	44.43	72.77	30.56	21.190	9.38
1979	56.84	56.50	54.47	33.63	49.50	20.79	12.640	8.15
1978	39.22	37.23	35.66	23.00	33.72	14.16	9.000	5.16
1977	36.99	35.81	34.41	25.87	32.21	13.95	8.570	5.38
1976	33.82	31.67	30.38	21.66	29.55	12.41	8.141	4.26
1975	30.27	27.41	26.09	22.03	27.03	11.35	7.560	3.79
1974	14.72	14.08	12.61	8.45	12.49	5.25	3.885	1.365
1973	12.70	12.90	10.75	7.76	10.94	4.59	3.385	1.205
1972	12.33	12.43	10.45	6.14	10.20	4.28	3.177	1.103
1971	11.52	11.28	9.04	4.81	9.12	3.83	2.864	0.966

(a) Preliminary

Source: Independent Petroleum Assn. of America. Product figures reflect trends in prices but not the actual sales realizations for producers or refiners.

Supplier Gasoline Prices, by Type of Seller

(¢ per gal., excluding taxes)

Year Month	Major Refiners			Other Refiners and Gas Plant Operators			Average		
	Sales to End-Users			Sales to End-Users			Sales to End-Users		
	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale
1985									
January.....	86.5	78.1	76.6	83.2	76.2	70.7	85.5	77.9	75.2
February.....	85.5	78.5	77.7	81.6	79.2	72.2	84.4	78.6	76.3
March.....	88.7	82.2	82.2	85.7	82.3	77.5	87.9	82.2	81.0
April.....	94.0	88.1	87.0	91.1	84.9	82.9	93.2	87.4	86.0
May.....	95.9	89.8	88.6	93.2	86.6	84.2	95.2	89.2	87.5
June.....	96.6	89.9	88.9	94.3	86.2	84.0	95.9	89.1	87.7
July.....	96.8	90.0	89.3	94.3	86.5	84.1	96.1	89.3	87.3
August.....	95.6	87.8	86.1	92.9	84.9	81.7	94.8	87.3	85.0
September.....	93.7	85.9	84.5	90.6	81.5	79.3	92.8	84.8	83.2
October.....	92.8	85.7	84.2	88.9	83.0	79.7	91.7	84.9	83.1
November.....	93.8	87.4	85.8	89.9	84.1	81.4	92.7	86.1	84.7
December.....	94.3	86.8	84.3	89.8	83.2	78.6	92.9	85.6	83.0
1985 Average..	93.0	85.7	84.7	89.8	83.6	79.9	92.1	85.2	83.5
1984									
January.....	92.0	86.4	84.0	89.8	85.5	80.3	91.3	86.2	83.2
February.....	91.4	86.3	84.5	89.4	86.9	81.4	90.8	86.4	83.8
March.....	92.0	86.0	85.4	90.3	86.5	82.6	91.4	86.1	84.7
April.....	94.0	88.7	87.6	92.6	88.6	84.6	93.6	88.7	86.9
May.....	94.4	88.7	87.5	93.3	88.2	83.8	94.1	88.6	86.6
June.....	93.8	86.8	85.5	92.1	87.8	81.2	93.3	86.9	84.5
July.....	91.9	85.0	82.7	89.5	82.1	78.5	91.1	84.6	81.7
August.....	90.8	83.8	82.0	88.0	80.8	78.1	89.9	83.4	81.1
September.....	91.3	84.4	83.7	89.0	82.5	79.8	90.6	84.1	82.8
October.....	91.9	85.6	84.5	89.7	84.5	80.6	91.2	85.4	83.6
November.....	91.4	84.8	83.0	88.8	83.6	78.4	90.6	84.6	81.9
December.....	89.8	81.2	79.5	87.1	80.2	73.2	89.0	81.1	78.0
1984 Average..	92.0	85.7	84.2	90.0	84.9	80.2	91.4	85.6	83.2
1983 Average..	97.0	90.8	89.0	95.2	89.7	85.6	96.4	90.5	88.2
1982 Average..	106.2	101.1	98.3	105.6	100.2	94.3	107.2	100.9	97.3
1981 Average..	117.0	109.4	107.5	114.2	108.4	103.2	115.9	109.2	106.4
1980 Average..	105.6	98.7	95.1	103.0	97.8	91.3	104.6	96.5	94.1
1979 Average..	72.8	68.0	64.3	71.0	67.5	61.8	72.1	67.9	63.7
1978 Average..	49.4	46.2	43.8	48.2	45.8	42.1	48.9	46.1	43.4

Supplier Gasoline Prices, by Grade and Type

(¢ per gal., excluding taxes)

Year Month	Loaded Regular			Unleaded Regular			Premium		
	Sales to End-Users			Sales to End-Users			Sales to End-Users		
	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale
1985									
January.....	78.0	74.5	70.7	85.8	79.2	76.0	96.3	86.3	84.6
February.....	77.1	75.1	72.0	84.6	79.7	77.4	95.3	86.3	85.4
March.....	80.5	78.6	76.7	88.0	83.7	82.1	98.7	88.4	89.9
April.....	85.7	83.6	81.4	93.5	88.7	87.1	103.3	96.2	94.7
May.....	87.6	85.4	82.9	95.6	90.4	88.8	105.4	98.4	96.1
June.....	88.2	85.5	83.1	96.4	90.2	89.0	105.8	97.5	96.2
July.....	88.4	86.6	83.3	96.5	89.7	88.1	106.1	96.5	95.1
August.....	87.1	85.1	81.1	95.1	87.2	85.7	105.0	94.8	93.2
September.....	85.6	82.1	79.2	93.1	85.2	83.8	104.7	93.0	92.0
October.....	84.8	82.2	79.4	92.1	85.4	83.4	105.1	92.1	91.8
November.....	85.8	83.0	80.9	93.1	86.5	85.0	105.4	92.3	93.2
December.....	85.8	82.7	78.8	93.3	85.8	83.0	105.6	94.2	92.2
1985 Average..	84.6	81.9	79.3	92.5	86.1	84.3	103.0	92.9	92.2
1984									
January.....	85.6	83.7	79.5	92.5	87.0	84.3	101.4	94.4	91.7
February.....	84.9	83.9	80.3	91.9	87.0	85.0	101.7	95.3	92.0
March.....	85.4	83.4	81.3	92.5	87.4	85.9	102.5	94.5	92.8
April.....	87.6	86.0	83.3	94.5	89.7	88.2	104.3	96.9	95.1
May.....	88.1	85.7	82.9	94.9	90.0	87.8	104.5	97.4	95.0
June.....	87.2	84.3	80.7	94.1	87.7	85.7	103.7	94.8	92.7
July.....	84.7	81.8	78.0	91.8	85.3	82.6	101.9	92.2	90.0
August.....	83.4	80.6	77.3	90.6	84.0	82.1	101.5	92.2	89.5
September.....	83.9	81.5	78.9	91.3	84.8	83.8	101.5	93.0	91.2
October.....	84.6	82.4	79.7	91.8	86.6	84.5	102.0	93.6	92.0
November.....	83.8	81.6	77.8	91.0	85.5	82.9	101.1	91.9	90.6
December.....	81.8	77.1	73.5	89.3	82.8	78.9	99.9	89.8	87.2
1984 Average..	85.1	82.6	79.5	92.2	86.5	84.2	102.1	93.7	91.6
1983 Average..	91.2	88.1	85.0	98.0	91.5	89.5	108.0	96.1	96.4

Source: Energy Information Administration, Petroleum Supply Monthly, December 1985, published March 1986.

Supplier Product Prices For Resale

(¢ per gal., excluding taxes)

Year Month	Finished Motor Gasoline	Finished Aviation Gasoline	Kerosine- Type Jet Fuel	Kerosine	No. 1 Distillate	No. 2 Distillate			No. 4 Fuel	Residual Fuel Oil	Propane (Consumer Grade)
						No. 2 Fuel Oil	No. 2 Diesel Fuel	Average			
1985											
January.....	75.2¢	114.5¢	79.5¢	85.8¢	82.2¢	75.7¢	74.9¢	75.4¢	71.9¢	64.7¢	40.0¢
February.....	76.3	114.0	79.3	86.5	80.6	75.2	74.1	74.8	72.2	65.0	39.4
March.....	81.0	113.6	78.6	85.7	82.5	76.4	75.6	76.1	67.3	62.4	38.0
April.....	86.0	112.6	79.5	84.7	86.2	79.3	79.1	79.2	67.6	60.2	37.9
May.....	87.5	113.2	78.1	80.4	85.1	76.5	78.9	77.7	66.0	54.9	38.1
June.....	87.7	113.7	76.0	75.9	82.4	72.9	75.5	74.3	64.0	52.4	37.1
July.....	87.3	113.6	75.2	76.9	79.9	70.3	72.3	71.4	62.3	53.9	36.3
August.....	85.0	113.3	76.8	79.7	79.0	72.0	72.5	72.3	59.7	53.2	36.5
September.....	83.2	113.0	79.2	85.9	84.5	77.0	76.3	76.7	61.5	56.1	37.6
October.....	83.1	113.0	81.5	90.1	87.9	81.7	80.5	81.1	64.6	54.9	39.7
November.....	84.7	112.6	83.6	93.6	93.1	84.9	84.3	84.7	66.4	53.6	43.0
December.....	83.0	108.1	83.1	92.7	93.0	83.2	82.1	82.8	72.7	55.0	46.9
1985 Average.....	83.5	112.9	79.4	87.4	86.3	77.6	77.2	77.4	67.1	57.6	39.7
1984											
January.....	83.2	116.7	86.4	95.9	92.5	87.5	82.6	85.9	72.0	64.8	47.7
February.....	83.8	116.5	86.5	102.4	94.8	89.2	84.5	87.3	71.6	67.5	47.4
March.....	84.7	117.1	84.6	91.5	89.1	81.3	81.0	81.2	75.5	64.5	45.3
April.....	86.9	116.8	84.2	90.7	88.6	82.8	80.8	81.9	72.7	66.2	44.6
May.....	86.6	117.1	84.3	90.9	89.3	83.2	81.9	82.5	70.4	66.0	44.4
June.....	84.5	116.8	84.2	88.1	90.5	82.4	81.9	82.1	70.1	67.2	44.1
July.....	81.7	117.2	82.8	87.6	91.6	79.4	79.3	79.4	68.0	65.0	42.3
August.....	81.1	116.7	81.0	86.0	85.3	77.8	77.7	77.7	65.7	63.6	43.2
September.....	82.8	116.8	81.7	88.8	85.6	80.0	78.4	79.2	67.9	64.5	44.8
October.....	83.6	116.4	82.9	88.9	88.2	80.8	80.0	80.4	67.8	65.1	46.1
November.....	81.9	114.8	81.4	88.0	87.5	79.4	79.0	79.3	71.7	64.6	45.6
December.....	78.0	114.0	80.1	86.4	86.0	77.1	77.0	77.1	70.5	64.6	43.0
1984 Average.....	83.2	116.5	83.0	91.6	89.2	82.1	80.3	81.3	70.7	65.4	45.0
1983 Average.....	88.2	117.8	85.4	89.2	89.6	81.5	80.8	81.2	72.6	60.9	48.4
1982 Average.....	97.3	122.8	95.3	101.8	103.8	91.4	91.4	91.4	73.7	61.2	42.7
1981 Average.....	106.4	125.0	101.2	106.6	107.1	97.6	97.2	97.4	78.3	66.3	46.6
1980 Average.....	94.1	112.8	86.8	86.4	88.0	80.3	80.1	80.2	67.0	52.8	41.5
1979 Average.....	63.7	72.1	66.0	62.4	58.3	56.9	57.4	57.1	47.0	39.9	29.1
1978 Average.....	43.4	53.7	38.6	40.4	40.6	36.9	36.5	36.7	30.5	26.3	23.7

Supplier Product Prices to End-Users

(¢ per gal., excluding taxes)

Year Month	Finished Motor Gasoline	Finished Aviation Gasoline	Kerosine- Type Jet Fuel	Kerosine	No. 1 Distillate	No. 2 Distillate			No. 4 Fuel	Residual Fuel Oil	Propane (Consumer Grade)
						No. 2 Fuel Oil	No. 2 Diesel Fuel	Average			
1985											
January.....	84.6¢	121.7¢	81.4¢	106.0¢	85.1¢	87.0¢	77.6¢	80.2¢	80.2¢	68.4¢	78.8¢
February.....	83.6	121.1	80.9	103.7	84.2	86.1	76.7	79.1	80.7	68.1	76.1
March.....	87.1	121.4	80.4	103.1	86.1	86.0	77.0	78.4	79.5	67.2	74.6
April.....	92.4	121.2	80.1	101.0	90.2	85.8	79.9	80.7	78.7	69.1	75.7
May.....	94.4	121.9	79.5	94.1	88.6	82.2	79.7	80.0	74.6	59.5	70.5
June.....	95.2	121.7	78.6	88.2	86.9	77.8	77.2	77.3	71.9	55.6	68.8
July.....	95.4	120.2	78.2	86.0	84.7	72.4	74.5	74.2	71.0	56.4	62.9
August.....	94.0	118.9	77.7	89.9	84.4	74.4	73.8	73.9	69.3	55.8	62.9
September.....	91.9	119.5	78.1	96.0	88.5	81.1	78.1	78.5	73.0	58.6	63.8
October.....	90.8	118.9	78.8	100.4	90.8	85.2	81.6	82.1	75.1	58.3	69.7
November.....	91.7	118.3	80.1	106.7	94.7	91.3	85.4	86.4	77.2	56.8	72.2
December.....	92.0	117.0	80.9	111.5	93.0	92.3	85.6	87.3	78.5	58.2	75.2
1985 Average.....	91.2	120.1	79.5	103.0	87.9	84.8	78.9	79.9	77.3	61.1	71.6
1984											
January.....	90.6	123.9	85.8	106.8	95.3	97.7	84.4	87.5	82.1	69.0	76.8
February.....	90.2	123.7	86.5	117.9	99.9	104.6	87.4	91.2	80.8	70.4	76.3
March.....	90.7	123.8	85.6	111.3	93.8	94.7	83.2	85.6	80.2	68.5	76.4
April.....	92.9	124.4	85.1	105.8	93.5	91.9	82.4	83.7	77.9	69.1	76.5
May.....	93.4	123.9	85.2	102.4	93.7	90.9	83.2	84.1	80.8	69.5	70.4
June.....	92.5	124.6	84.5	94.3	92.6	86.9	84.0	84.4	80.7	71.0	70.6
July.....	90.4	124.3	84.1	90.6	91.7	84.3	81.3	81.6	79.6	69.0	69.6
August.....	89.2	123.2	83.4	92.8	88.4	82.8	79.7	80.1	74.2	67.1	71.9
September.....	89.7	123.7	83.1	99.2	89.9	84.3	80.2	80.7	79.4	67.5	73.4
October.....	90.5	123.3	83.2	102.7	90.5	87.3	81.6	82.3	79.4	67.8	74.1
November.....	89.9	119.3	82.4	106.1	90.7	87.7	80.7	81.8	79.6	67.9	73.6
December.....	88.0	121.9	82.2	101.4	88.5	88.1	79.4	81.1	79.8	67.7	70.0
1984 Average.....	90.7	123.4	84.2	103.6	92.7	91.6	82.3	83.7	79.6	68.7	73.7
1983 Average.....	95.4	125.5	87.8	96.1	96.2	91.6	82.6	83.9	76.6	65.1	70.9
1982 Average.....	106.0	131.2	96.3	108.9	102.3	90.5	94.2	92.5	75.0	67.6	59.2
1981 Average.....	114.7	130.3	102.4	112.3	103.9	91.4	99.5	95.8	79.7	75.6	56.5
1980 Average.....	103.5	108.4	86.8	90.2	83.4	78.8	81.8	80.4	68.2	60.7	48.2
1979 Average.....	71.3	68.9	54.7	58.5	57.2	51.6	58.5	55.1	47.9	43.6	35.7
1978 Average.....	48.4	51.6	38.7	42.1	40.9	40.0	37.7	39.6	31.1	29.8	33.5

Supplier Prices of No. 2 Distillate Fuel Oil

(¢ per gal., excluding taxes)

Sales to End-Users

	To Residential Consumers	To Commercial/Institutional Consumers	To Industrial Consumers	Sales Through Company-Operated Retail Outlets	To Other End-Users	Average	Sales for Resale
1985							
January.....	104.9	82.0	82.5	88.3	82.4	91.7	76.3
February.....	105.3	81.0	81.5	87.0	82.0	90.7	75.9
March.....	105.0	81.8	82.5	86.8	84.4	88.8	77.1
April.....	105.0	82.9	84.7	89.0	87.1	89.3	79.8
May.....	103.5	82.6	84.3	88.8	86.7	87.5	78.3
June.....	100.8	79.5	81.1	87.6	84.1	84.1	74.9
July.....	98.0	77.0	78.9	86.1	81.4	81.5	72.2
August.....	97.2	76.9	79.1	85.5	81.3	81.6	73.1
September.....	99.7	80.8	83.2	87.1	85.7	85.9	77.2
October.....	103.0	84.3	86.3	90.4	89.0	89.8	81.4
November.....	108.6	88.3	90.2	93.6	91.5	94.8	85.0
December.....	110.4	88.9	89.6	93.9	89.1	97.6	83.5
1985 Average..	105.3	82.2	83.4	88.6	85.4	89.1	78.1
1984							
January.....	112.0	90.3	91.2	95.6	90.8	99.6	86.1
February.....	116.9	92.1	92.6	96.0	92.7	101.1	87.9
March.....	111.3	87.5	88.5	93.3	88.8	96.3	82.0
April.....	109.8	85.7	88.0	93.0	90.3	93.0	82.6
May.....	108.4	86.3	88.1	93.0	92.1	91.9	83.1
June.....	107.2	86.2	87.5	92.7	91.2	90.6	82.7
July.....	104.8	83.6	85.7	91.5	88.7	88.0	80.1
August.....	103.3	82.3	85.0	90.8	86.5	87.1	78.5
September.....	103.6	83.0	85.3	90.7	88.1	88.6	79.9
October.....	104.9	84.2	85.7	90.5	89.3	89.9	81.0
November.....	105.3	83.4	85.0	89.8	87.6	90.8	79.8
December.....	104.8	82.7	83.4	89.2	84.5	91.0	77.8
1984 Average..	109.1	85.7	87.0	92.0	89.2	92.6	81.9
1983 Average..	107.8	86.3	88.3	94.3	89.7	93.3	81.8

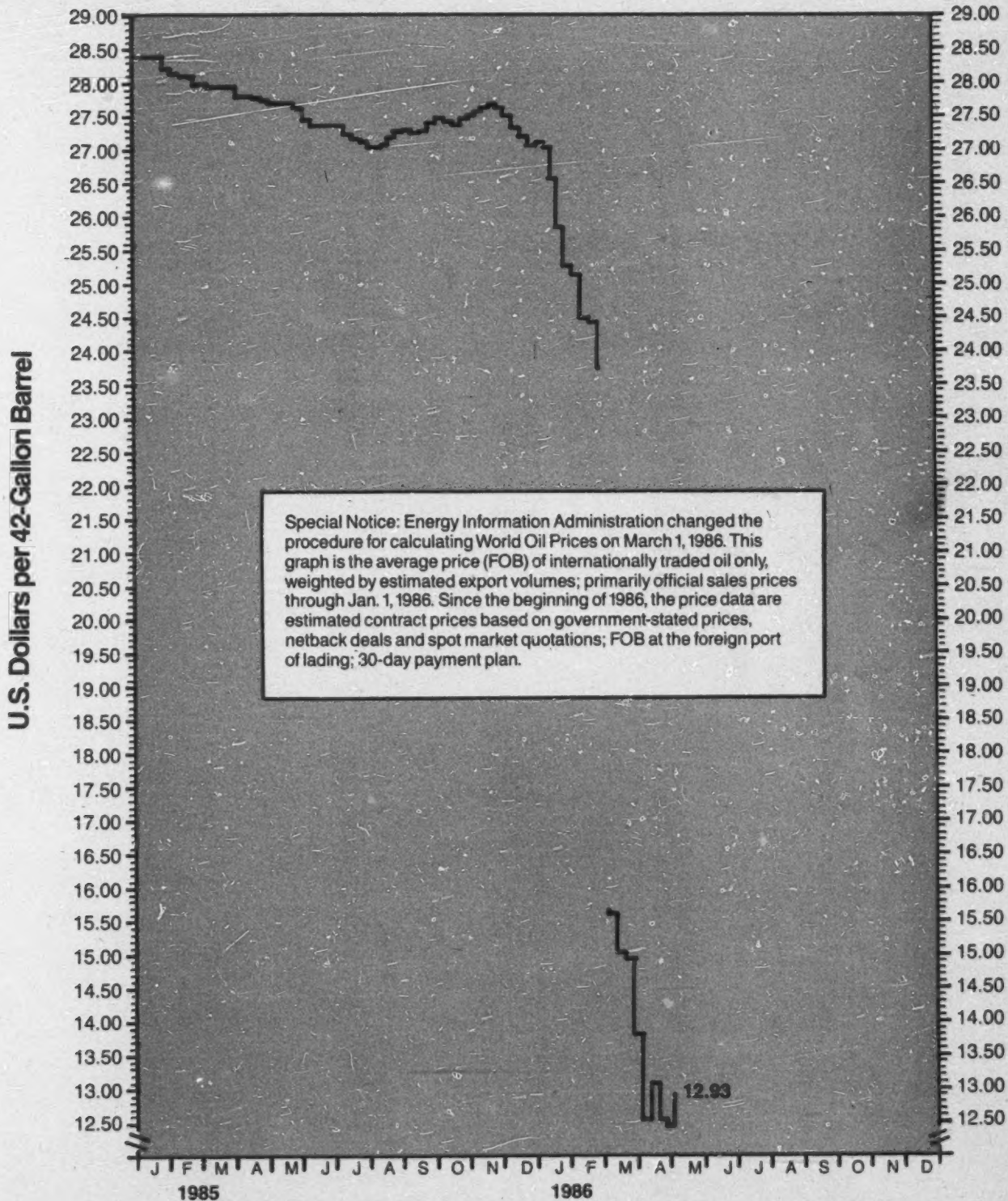
Supplier Prices of Residual Fuel Oil

(¢ per gal., excluding taxes)

	Residual Fuel Oil Sulfur Content Less Than or Equal to 1%		Residual Fuel Oil Sulfur Content Greater Than 1%		Average	
	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale
1985						
January.....	71.1	67.6	66.5	63.3	68.4	64.7
February.....	71.2	67.6	66.3	63.4	68.7	65.0
March.....	70.1	66.2	65.0	60.8	67.2	62.4
April.....	67.5	63.0	61.9	58.7	64.1	60.2
May.....	61.2	58.1	58.0	53.4	59.5	54.9
June.....	59.9	54.9	52.8	50.6	55.6	52.4
July.....	58.9	56.4	54.6	52.8	56.4	53.9
August.....	57.7	55.1	53.7	52.1	55.8	53.2
September.....	62.8	60.1	54.8	53.1	58.6	56.1
October.....	63.6	60.1	53.8	52.3	58.3	54.9
November.....	61.7	57.8	52.8	50.7	56.8	53.6
December.....	62.6	60.7	54.4	52.2	58.2	55.0
1985 Average..	64.5	60.9	58.4	55.9	61.1	57.6
1984						
January.....	73.6	71.0	64.6	62.3	69.0	64.8
February.....	75.1	71.4	65.8	65.7	70.4	67.5
March.....	73.1	70.5	64.7	61.9	68.5	64.5
April.....	73.1	69.2	66.5	64.7	69.1	66.2
May.....	72.7	68.3	67.4	65.0	69.5	66.0
June.....	73.2	69.8	68.9	66.1	71.0	67.2
July.....	71.5	66.6	66.7	64.0	69.0	65.0
August.....	69.5	65.6	65.0	62.7	67.1	63.6
September.....	70.0	65.9	64.9	63.8	67.5	64.5
October.....	70.8	66.8	65.8	64.3	67.8	65.1
November.....	70.4	66.8	65.8	63.6	67.9	64.6
December.....	70.5	67.5	65.6	63.3	67.7	64.6
1984 Average..	72.0	68.5	65.9	63.9	68.7	65.4
1983 Average..	69.5	64.3	61.1	59.1	65.1	60.9
1982 Average..	74.7	69.5	61.1	57.2	67.6	61.2
1981 Average..	82.9	74.8	67.3	62.2	75.6	66.3
1980 Average..	67.5	60.8	52.3	47.9	60.7	52.8
1979 Average..	46.8	45.0	38.9	36.6	43.6	39.9
1978 Average..	31.4	29.3	27.5	24.5	29.6	26.3

Source: Energy Information Administration, Petroleum Supply Monthly, December 1985, published March 1986.

World Crude Oil Prices ⁽¹⁾



Source: Energy Information Administration, Weekly Petroleum Status Report, May 2, 1986.

Spot Market Product Prices

(\$ per bbl.)

		Motor Gasoline		Gasoil/Heating Oil		Residual Fuel Oil	
		Rotterdam (98-Octane)	New York (89-Octane)	Rotterdam (0.3% Sulfur)	New York (0.2% Sulfur)	Rotterdam (1% Sulfur)	New York (1% Sulfur)
1986							
Jan.	3	30.07	29.19	32.57	32.44	22.22	24.50
	10	29.13	29.08	30.96	30.87	23.42	24.50
	17	27.84	28.66	27.27	27.82	21.39	23.00
	24	25.26	26.14	23.72	24.78	17.64	21.15
	31	24.67	26.35	26.94	24.99	17.64	17.50
Feb.	7	23.85	21.42	26.00	21.52	14.63	15.50
	14	21.62	20.51	25.26	22.36	14.41	16.00
	21	20.39	19.40	27.47	22.15	14.71	16.25
	28	19.22	19.02	26.80	23.45	15.46	17.05
Mar.	7	19.22	17.22	23.45	26.46	14.48	16.25
	14	17.99	17.85	26.00	24.36	14.48	15.05
	21	17.99	19.32	24.66	24.99	14.48	16.00
	28	18.22	18.90	21.91	21.00	13.66	15.45
Apr.	4	18.11	18.63	19.03	17.43	12.38	14.00
	11	17.99	19.85	22.18	18.48	11.03	12.50
	21	18.17	19.53	20.30	17.43	10.28	12.50
	28	18.75	23.10	22.18	19.22	10.28	12.25
1985							
Jan.	4	27.72	28.27	29.35	29.76	28.22	28.25
	11	27.43	28.58	31.09	30.87	28.30	28.25
	18	27.02	28.50	32.23	32.76	28.67	29.25
	25	26.84	29.23	31.76	31.19	28.75	29.45
Feb.	1	26.96	30.43	32.30	31.19	28.15	29.25
	8	27.43	31.29	32.30	31.71	28.75	29.50
	15	28.42	31.29	34.04	31.92	29.20	29.50
	22	29.01	31.84	34.04	32.24	28.97	29.50
Mar.	1	28.78	31.50	31.43	32.34	27.62	29.50
	8	28.83	31.61	32.37	32.76	26.42	28.65
	15	29.42	31.61	32.10	33.12	26.42	27.35
	22	30.48	33.60	32.10	35.81	24.62	27.00
Apr.	29	30.59	33.71	32.50	35.39	25.30	26.75
	5	31.94	34.65	32.10	34.13	25.37	26.65
	12	33.35	34.65	31.56	32.97	25.30	26.25
	19	33.24	34.23	30.83	32.66	25.08	26.00
May	26	33.00	34.34	31.03	32.66	23.94	25.75
	3	33.35	34.02	29.69	31.61	23.50	25.00
	10	33.35	34.65	28.69	30.77	21.40	23.85
	17	34.29	34.65	29.16	30.24	21.40	21.75
Jun.	24	34.17	34.34	29.42	30.03	21.25	22.00
	31	33.59	34.76	29.36	30.14	21.40	22.00
	7	33.24	34.02	28.55	29.51	21.40	22.00
	14	33.00	34.13	28.95	29.61	21.40	23.50
Jul.	21	32.94	34.13	29.49	29.51	21.85	23.10
	28	32.94	33.81	29.02	29.30	21.39	23.25
	5			Not available.			
	12	33.47	33.81	29.76	28.77	21.55	23.00
Aug.	19	33.59	34.86	29.69	28.81	21.55	22.75
	26	33.35	33.81	29.96	28.56	21.55	22.25
	2	32.77	32.40	29.83	29.08	21.55	22.00
	9	32.77	31.64	29.83	29.97	21.55	22.10
Sep.	16	32.77	31.61	29.83	30.87	21.55	23.00
	23	31.24	32.87	32.51	31.02	23.27	23.75
	30	31.13	32.13	33.31	31.82	23.27	25.25
	6	31.24	32.55	33.71	33.33	23.35	25.25
Oct.	13	31.54	32.34	33.11	32.97	23.57	25.00
	20	31.54	32.13	33.85	32.87	23.27	25.50
	27	32.24	33.08	35.05	34.44	23.57	25.50
	4	33.76	32.76	36.52	35.22	23.57	24.50
Nov.	11	32.59	32.76	33.78	33.85	23.57	24.00
	18	32.30	35.07	35.12	34.76	22.82	23.50
	25	32.30	33.73	35.05	35.74	22.82	23.50
	1	31.88	33.51	36.26	36.64	22.37	23.25
Dec.	8	32.12	33.81	36.12	36.33	22.52	23.75
	15	32.12	34.96	37.06	36.68	23.27	24.25
	22	32.29	33.39	38.20	36.89	23.27	25.50
	29	30.12	34.08	38.13	37.21	23.27	25.00
Dec.	6	32.12	32.55	35.15	35.80	24.02	25.00
	13	30.07	30.93	31.90	33.60	21.62	24.25
	20	30.07	28.79	32.30	33.91	21.62	24.25
	27			Not available.			

Source: Energy Information Administration, Weekly Petroleum Status Reports.

International Prices for Gasoline and Fuel Oil

(U.S. dollars per gal. for gasoline; per bbl. for fuel oil; taxes included in both)

Country	1/1/85				7/1/84				1/1/84			
	Gasoline		Fuel Oil		Gasoline		Fuel Oil		Gasoline		Fuel Oil	
	Reg.	Prem.	Dist.	Resid.	Reg.	Prem.	Dist.	Resid.	Reg.	Prem.	Dist.	Resid.
WESTERN HEMISPHERE												
Argentina	1.79	1.95	25.11	17.07	1.64	1.75	24.29	16.47	1.40	NA	27.51	18.69
Bolivia	NA	.76	37.06	NA	NA	.56	27.82	NA	.45	.76	19.07	NA
Brazil	1.92	NA	26.30	27.39	1.85	NA	24.40	25.36	2.00	NA	24.04	26.83
Canada	1.55*	NA	45.78	NA	1.48*	NA	41.58	36.76	1.44	1.33	NA	NA
Chile	1.61	1.68	55.66	43.29	1.65	1.75	59.94	46.57	1.70	1.79	59.62	45.00
Colombia	NA	NA	NA	NA	.84	.65	NA	NA	.84	.85	NA	NA
Dominican Republic	NA	1.21	50.82	48.88	NA	1.97	63.00	56.00	NA	2.30	47.04	30.24
Ecuador	.74	.97	NA	15.62	.47	.63	NA	8.53	.55	.73	NA	9.24
Jamaica	1.46	1.50	41.43	31.63	NA	NA	NA	NA	2.21	2.27	62.53	32.11
Mexico	1.07	1.36	25.40	7.05	.89	1.20	25.40	6.42	.69	.94	18.37	4.96
Panama Republic	2.14	2.28	NA	35.53	2.14	2.28	NA	35.53	2.14	2.28	NA	NA
Paraguay	3.15	3.47	76.65	44.38	2.84	3.15	70.02	29.14	3.08	4.42	61.11	43.72
Peru	1.17	1.12	30.16	26.04	1.03	.96	36.12	NA	.97	1.09	28.90	26.54
United States	1.15*	1.31*	34.65	29.85	1.21*	1.37*	35.99	30.03	1.13	1.37	38.30	30.91
Uruguay	1.93	2.33	NA	24.60	2.15	2.64	NA	26.86	2.49	3.05	NA	29.76
Venezuela	.40	.61	5.94	4.24	.40	.61	5.94	4.24	.26	.88	2.40	1.78
WESTERN EUROPE												
Austria	2.03	2.10	NA	33.80	NA	2.18	NA	NA	2.16	2.26	NA	30.56
Belgium	1.87	1.92	41.40	29.99	1.99	2.04	41.21	29.31	2.17	2.24	45.53	33.21
Denmark	2.01	2.05	43.32	30.48	NA	2.28	44.43	29.71	2.37	2.40	56.10	41.75
Finland	2.19	2.27	62.95	30.55	2.28	2.38	42.68	27.99	2.35	2.44	70.88	25.68
France	NA	2.18	56.14	30.86	2.18	2.27	56.56	30.54	2.08	2.24	45.90	29.17
Germany, West	1.59	1.66	45.29	32.05	1.74	1.85	50.80	36.13	1.80	1.88	36.02	26.40
Greece	1.64	1.90	36.89	28.29	NA	1.92	46.54	27.70	1.70	1.85	38.00	21.63
Italy	2.43	2.52	54.14	30.02	2.66	2.77	56.63	30.56	2.85	2.96	57.47	30.98
Luxembourg	1.55	1.58	41.51	30.93	NA	1.74	43.96	30.49	1.79	1.85	44.18	30.11
Netherlands	NA	1.87	NA	31.58	NA	2.10	NA	30.69	2.24	2.30	NA	NA
Norway	2.11	2.17	44.51	32.42	2.30	2.40	48.53	40.94	2.42	2.49	NA	NA
Portugal	2.31	2.40	72.23	NA	2.47	2.54	76.62	29.68	2.56	2.70	65.54	24.19
Spain	1.89	2.02	48.64	29.51	2.05	2.19	48.13	28.99	2.10	2.30	58.85	23.75
Sweden	1.83	1.88	54.54	43.54	1.83	1.89	55.26	42.20	2.02	2.07	51.03	42.00
Switzerland	NA	1.69	49.72	34.72	NA	1.90	51.65	30.74	NA	NA	NA	NA
Turkey	1.45	1.56	41.58	27.69	NA	NA	NA	NA	1.70	1.83	48.15	32.66
United Kingdom	NA	1.81	NA	34.17	NA	2.03	41.91	32.59	NA	2.31	NA	NA
Yugoslavia	1.88	1.99	64.55	31.72	2.10	2.20	68.64	29.78	2.05	2.14	28.13	25.97
MIDDLE EAST												
Israel	1.67	1.97	52.59	28.67	1.63	1.93	50.24	23.72	NA	NA	NA	NA
Saudi Arabia	.26	.37	3.78	6.66	.27	.38	3.85	6.80	.17	.23	NA	NA
AFRICA												
Ethiopia	2.18	2.36	46.58	NA	2.18	2.36	46.58	NA	2.18	2.36	46.58	NA
Ghana	1.33	1.42	31.34	29.73	1.19	1.31	25.53	24.13	.85	.87	19.58	21.68
Kenya	NA	NA	NA	NA	2.10	2.23	43.33	26.97	NA	NA	NA	NA
Morocco	2.38	2.42	34.99	30.90	2.23	2.31	34.11	30.13	2.32	2.42	32.09	30.21
South Africa	4.64	4.76	139.25	103.48	3.18	3.27	98.76	59.18	2.50	2.57	78.27	46.94
Tunisia	1.56	1.65	NA	16.38	1.67	1.77	NA	16.52	1.53	1.63	NA	15.36
ASIA-PACIFIC												
Australia	1.43	1.51	NA	NA	1.48	1.53	67.10	37.94	2.00	2.05	62.32	40.45
Indonesia	1.36	1.55	35.78	32.53	NA	NA	NA	NA	1.33	1.52	35.19	31.99
Japan	2.22	2.37	56.29	34.40	2.26	2.42	59.57	34.69	2.38	2.55	63.60	35.86
Pakistan	NA	NA	NA	19.46	1.75	1.89	NA	NA	1.69	1.84	NA	18.30
Philippines	NA	NA	NA	NA	1.69	1.74	52.88	41.03	1.70	1.75	48.00	38.66
Singapore	1.98	2.06	36.13	NA	1.97	2.21	42.52	NA	2.12	2.42	45.75	NA
Sri Lanka	NA	2.23	53.38	27.15	NA	2.03	58.53	29.77	NA	2.10	60.58	23.90
Thailand	1.50	1.62	38.98	10.22	1.78	1.92	46.31	12.14	1.77	1.92	46.21	24.73

*U.S. and Canada only—both grades in 1985 and 1984 are unleaded; other countries are all leaded motor fuels.

NA—Not available.

Source: International Energy Annual 1984, Energy Information Administration, published October 1985. Gasoline and fuel oil prices are for the capital cities of each country except those of the U.S., which are the national average for the month quoted. All gasoline prices are retail pump prices and include all taxes and customs duties.

International Prices of Diesel Fuel and Household Kerosine

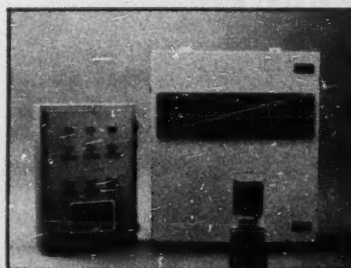
(U.S. cents per gal.)				(U.S. cents per gal.)							
Country	Auto Diesel		Household Kerosine		Country	Auto Diesel		Household Kerosine			
	1/1/85	7/1/84	1/1/85	7/1/84		1/1/85	7/1/84	1/1/85	7/1/84		
Western Hemisphere											
Argentina	.60	.58	.69	.67	Portugal	1.23	1.30	1.15	1.21		
Bolivia	.88	.66	.25	.15	Spain	1.13	1.15	1.09	1.15		
Brazil	1.13	1.07	1.12	1.08	Sweden	1.07	1.09	1.27	1.00		
Canada	1.35	1.28	1.35	1.35	Switzerland	1.55	1.70	NA	NA		
Chile	1.32	1.43	1.43	1.46	Turkey	.84	NA	.83	NA		
Colombia	NA	.84	NA	.75	United Kingdom	1.30	1.39	NA	NA		
Dominican Republic	1.21	1.50	1.15	1.33	Yugoslavia	1.30	1.38	.94	.91		
Ecuador	.60	.33	.21	.22	Middle East						
Jamaica	1.00	NA	.62	NA	Israel	1.34	1.10	1.32	1.04		
Mexico	.51	.49	.42	.34	Saudi Arabia	.11	.11	.17	.14		
Panama Republic	1.33	1.33	1.20	1.20	Africa						
Paraguay	1.89	1.73	1.57	1.10	Ethiopia	1.22	1.22	.97	.97		
Peru	.72	.76	.43	.44	Ghana	.98	.72	.62	.58		
United States	1.16	1.14	1.06	.91	Kenya	NA	1.30	NA	.92		
Uruguay	1.31	1.42	1.31	1.43	Morocco	1.14	1.11	.99	.97		
Venezuela	.18	.18	.25	.25	South Africa	4.14	2.83	2.30	1.59		
Western Europe								Tunisia	.39	.40	
Austria	1.24	1.38	2.51	NA	Asia-Pacific						
Belgium	1.04	1.05	.79	.82	Australia	1.23	1.24	NA	NA		
Denmark	.80	.79	1.08	NA	Indonesia	.72	NA	.47	NA		
Finland	1.38	1.43	.98	1.05	Japan	1.32	1.37	.94	.99		
France	1.30	1.37	NA	NA	Pakistan	NA	.97	NA	.66		
Germany, West	1.18	1.54	NA	NA	Philippines	NA	1.10	NA	1.06		
Greece	.78	.80	.76	NA	Singapore	.81	.85	.82	.92		
Italy	.96	1.01	1.09	1.15	Sri Lanka	.98	1.03	.77	.80		
Luxembourg	1.06	1.07	.74	NA	Thailand	.78	.93	.69	.82		
Netherlands	1.17	1.12	NA	NA							
Norway	.83	.91	.97	1.06							

Source: International Energy Annual (see footnotes on preceding page).

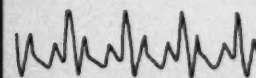
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Service Station Shakeout Continues

A flattening-out of the decade-long slump in the retail service station population failed to materialize in 1985, as had been so joyfully projected by many industry savants this time last year.

Instead of a modest loss of about 2,000 stations—which would have been the smallest decrease in years—the retail industry saw the 1985 population total drop by 7,500 stations.

Not only that, the forecast by the U.S. Commerce Department's Bureau of Industrial Economics says another 3,500 stations will be gone by the end of this year. That's a two-year loss of 11,000 stations.

But before perspectives are lost and hands are wrung, gasoline marketers would be well advised to evaluate these new statistics against the industry that exists today, not the one that used to be when such population comparisons were more meaningful.

For example, both the Bureau of Industrial Economics and the U.S. Census Bureau count only those stations that generate 50% or more of their sales dollars from gasoline. Automatically excluded from this population total then are thousands of convenience stores, garages, mass merchandisers, fleets and other places which also retail gasoline.

In the '60s and the very early '70s, these exclusions didn't make much difference because the great majority of the gasoline outlets were "true" retail service stations. Now, however, close to 35,000 C-stores sell gasoline (Southland, for example, sold almost 2 billion gal. in 1985 and Cumberland Farms later this year could become the nation's biggest independent retailer at 2.65 billion gal./year).

Not considered either are other thousands of dispensers known to be out there. Hunter Publishing Co., which is NPN's parent, currently estimates the retail station universe to be 187,000, of which 115,000 have repair bays and 34,500 others do not. Add in the C-store vendors and the truck stops and the Hunter total is 187,000. This is a respectable total which most marketers will agree with.

Do not discount the new government figures, however. But use them for what they now are—benchmarks in the year-to-year comparisons of the "true" service station population, not the gasoline marketing industry as a whole.

A factor to be considered, too, is that no one has a nose count that's strictly a nose count. Most are statistical projections and "guesstimates."

The Bureau of Industrial Economics, which is a unit of the Commerce Department, has been counting service stations for more than a quarter of a century in its annual franchising report. All things con-

sidered, its track record is good and the results interlock favorably with the Census Bureau's retail trade censuses which take place every five years.

But both Bureaus use questionnaires and sampling techniques, business and government reports, industry estimates and evaluations, and simply old-fashioned horse sense based on experience to make their counts. This is why there are so many gray areas and often differences in industry population estimates.

The new government projection indicates that the "true" retail service station

population declined from 132,080 outlets in 1984 to 124,600 in 1985 and will continue to drop in 1986 until it reaches approximately 121,000 next December.

Since the peak year was 1972—226,500 stations—this means the industry is within spittin' distance of being just one-half of what it used to be. If 1986 should be like 1985—worse than what is now expected—the half-size figure could be reached by the end of this year. As it is, the shakeout has cost marketing a total of 102,000 conventional stations in the 13-year span 1973 through 1985.

The Outlook for 1986: -2.9%

	1980	1983	1984	% Change 1984-83	1985-84
Number of establishments (a)	121,000	124,500	132,080	(2.9%)	(5.7%)
Company-owned	21,780	22,428	23,774	(2.9)	(5.7)
Franchisee-owned	99,220	102,172	108,306	(2.9)	(5.7)
Total sales of products and services (Add 000,000)	\$102,502	100,482	100,997	2.0	(0.5)
Company-owned	\$18,450	18,089	18,179	2.0	(0.5)
Franchisee-owned	\$84,052	82,403	82,818	2.0	(0.5)
Average per station	\$847,000	807,000	765,000	5.0	5.6
No. of employees	NA	NA	581,000	—	—

(a) As of Dec. 31 of each year; service stations as defined by U.S. Census Bureau, i.e., stations with 50% or more of their income being derived from the sale of gasoline and oil products.
Source: "Franchising in the Economy, 1984-85," U.S. Department of Commerce, February 1986.

Comparable U.S. Census Bureau Data (a)

	1962	1977	1972	% Chng. '82 v. '77	% Chng. '82 v. '72
No. of stations (b)	116,154	147,818	183,365	-21.3%	-19.5%
Total sales (\$000,000)	\$ 94,632	\$ 53,749	\$ 31,440	78.4	71.0
Average per station	\$816,433	\$364,108	\$171,461	154.2	112.4
No. of employees	604,286	672,673	747,688	-10.2	-10.0

(a) Censuses are made every five years. Normally, the count includes stations with payrolls and those without payrolls, i.e., the "mom and pop" and small family operations. In 1982, the Census Bureau overtook the stations without payrolls, however, so the comparisons in this table are for stations with payrolls, which represented about 61% of the population in 1972 and 63% of the population in 1977.

(b) Stations are those which, by Census Bureau definition, generate 50% or more of their sales dollars from gasoline. Source: U.S. Department of Commerce, Census of Retail Trade for 1962, 1977 and 1972.

The Rise and Fall of U.S. Service Stations

Year	No. of Stations (a)			Sales (\$000,000)		
	Total	Company-owned	Franchisee-owned	Total	Company-owned	Franchisee-owned
1966	121,000	21,780	99,220	\$102,502	\$18,450	\$84,052
1968	124,800	22,428	102,372	100,482	18,089	82,403
1969	132,080	23,774	108,306	100,997	18,179	82,818
1969	136,570	24,583	111,987	103,121	18,551	84,570
1962	144,690	25,044	119,646	105,544	19,178	86,366
1961	151,250	27,225	124,025	105,145	19,926	85,219
1960	158,540	30,122	128,418	98,338	18,304	79,034
1979	164,780	31,310	133,480	71,894	13,080	58,814
1978	172,900	32,737	140,163	60,684	12,177	48,507
1977	176,485	33,375	143,110	58,231	11,648	46,583
1976	186,840	37,368	149,472	53,418	10,693	42,725
1975	189,480	37,898	151,582	47,387	9,477	37,910
1974	198,130	39,225	158,904	43,825	8,708	35,117
1973	215,280	47,178	172,704	37,666	7,533	30,133
1972(b)	226,490	44,200	176,290	33,655	6,312	26,343

(a) As defined by U.S. Census Bureau. Stations with 50% or more of their income from petroleum product sales; (b) Peak year for stations.
Source: "Franchising in the Economy, 1984-1985," U.S. Department of Commerce, February 1986.

Service Station Population by States— 1986 vs. 1982 (a)

The service station population totals on this page are projections by NPN based on more limited data than had been used in previous *Factbooks*. Because the U.S. Census Bureau was unable to provide a "universe picture," in 1982, as it had in 1977

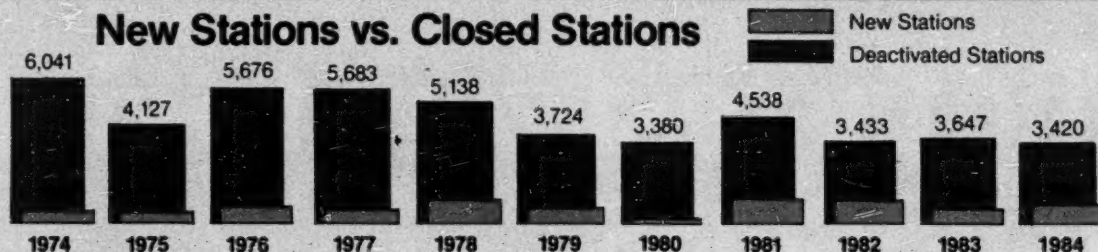
and 1972, the 1982 totals are of stations with payrolls only—about 85% of the industry. Thus, these station totals cannot be compared with those published in prior *Factbook* editions, which included all the smaller stations which had no formal payroll operations.

	Total Gasoline Service Stations				Total Sales (add 000)			
	1986(a)	1985(a)	1984(a)	1982(b)	1986(a)	1985(a)	1984(a)	1982(b)
Alabama.....	1,673	1,722	1,827	2,001	1,237,694	1,213,425	1,207,388	1,172,677
Alaska.....	147	152	161	176	217,317	213,056	211,996	205,901
Arizona.....	1,006	1,036	1,099	1,204	1,378,829	1,351,793	1,345,067	1,306,398
Arkansas.....	1,016	1,047	1,110	1,216	809,089	793,224	789,278	766,587
California.....	8,880	9,145	9,698	10,624	11,105,301	10,887,550	10,833,383	10,521,934
Colorado.....	1,312	1,351	1,433	1,570	1,508,897	1,479,311	1,471,951	1,429,834
Connecticut.....	1,443	1,486	1,576	1,726	1,526,346	1,496,417	1,488,973	1,446,166
Delaware.....	251	258	274	300	280,253	274,758	273,391	265,531
D.C.....	132	136	144	158	190,020	186,294	185,367	180,038
Florida.....	4,601	4,738	5,024	5,504	5,043,886	4,944,986	4,920,384	4,778,928
Georgia.....	2,572	2,649	2,809	3,077	2,514,813	2,465,503	2,453,237	2,382,709
Hawaii.....	307	316	335	367	428,577	420,174	418,083	406,064
Idaho.....	413	425	451	494	372,502	365,198	363,381	352,934
Illinois.....	4,290	4,418	4,685	5,132	4,845,057	4,750,056	4,726,424	4,590,544
Indiana.....	2,647	2,726	2,891	3,167	2,877,638	2,821,214	2,807,178	2,726,474
Iowa.....	1,725	1,777	1,884	2,064	1,450,877	1,422,429	1,415,352	1,374,662
Kansas.....	1,263	1,301	1,379	1,511	1,126,715	1,104,622	1,099,127	1,067,528
Kentucky.....	1,771	1,824	1,934	2,119	1,639,254	1,607,112	1,599,116	1,553,143
Louisiana.....	1,648	1,698	1,800	1,972	1,619,928	1,588,164	1,580,263	1,534,832
Maine.....	535	551	584	640	406,597	398,624	396,641	385,238
Maryland.....	1,569	1,616	1,713	1,877	2,110,540	2,069,157	2,058,862	1,999,672
Massachusetts.....	2,476	2,550	2,704	2,962	2,446,751	2,398,776	2,386,841	2,318,222
Michigan.....	3,452	3,555	3,770	4,130	4,213,688	4,131,067	4,110,514	3,992,341
Minnesota.....	1,862	1,916	2,034	2,228	2,157,607	2,115,301	2,104,777	2,044,267
Mississippi.....	995	1,025	1,087	1,191	724,971	710,756	707,220	686,888
Missouri.....	2,461	2,534	2,687	2,944	2,352,038	2,305,919	2,294,447	2,228,484
Montana.....	441	455	482	528	421,585	413,319	411,262	399,439
Nebraska.....	944	972	1,031	1,129	784,424	769,043	765,217	743,218
Nevada.....	398	410	435	476	595,558	583,880	580,975	564,273
New Hampshire.....	457	471	499	547	421,620	413,353	411,296	399,472
New Jersey.....	3,475	3,578	3,795	4,157	3,329,730	3,264,442	3,248,201	3,154,818
New Mexico.....	652	671	712	780	681,762	668,394	665,069	645,949
New York.....	5,289	5,447	5,777	6,328	4,648,581	4,557,433	4,534,759	4,404,389
North Carolina.....	2,549	2,625	2,783	3,049	2,001,225	1,961,986	1,952,225	1,896,100
North Dakota.....	353	363	385	422	382,783	375,277	373,410	362,675
Ohio.....	4,935	5,082	5,389	5,904	5,597,699	5,487,946	5,460,637	5,303,649
Oklahoma.....	1,337	1,376	1,460	1,599	1,202,070	1,178,500	1,172,637	1,138,925
Oregon.....	1,247	1,284	1,362	1,492	1,168,928	1,146,006	1,140,305	1,107,522
Pennsylvania.....	4,832	4,976	5,277	5,781	4,512,780	4,424,294	4,402,282	4,275,721
Rhode Island.....	430	443	470	515	390,615	382,956	381,051	370,096
South Carolina.....	1,393	1,434	1,521	1,666	1,264,528	1,239,734	1,233,566	1,198,102
South Dakota.....	446	459	487	533	376,535	369,152	367,315	356,755
Tennessee.....	2,081	2,143	2,273	2,490	2,066,228	2,025,714	2,015,636	1,957,688
Texas.....	6,865	7,070	7,497	8,213	6,938,780	6,802,725	6,768,881	6,574,282
Utah.....	704	725	769	842	693,738	680,136	676,752	657,296
Vermont.....	300	309	328	359	229,431	224,932	223,613	217,379
Virginia.....	2,217	2,283	2,421	2,652	2,596,676	2,545,780	2,533,095	2,480,271
Washington.....	1,794	1,847	1,959	2,146	1,791,128	1,756,008	1,747,271	1,697,039
West Virginia.....	887	913	969	1,061	748,430	733,755	730,105	709,115
Wisconsin.....	2,258	2,325	2,486	2,701	2,226,576	2,182,918	2,172,058	2,109,613
Wyoming.....	359	370	393	430	420,719	412,469	410,417	398,618
Total.....	97,088	99,967	106,031	116,154	100,077,313	98,115,012	97,626,878	94,820,200

(a) Projected by NPN on the basis of Census Bureau and other Commerce Department data. However, as noted above, this data is for stations with payrolls—not the "universe" which the *Factbook* published in prior years. These stations, by Census Bureau definition, are those which generate more than half of their sales dollars through the sale of gasoline and oil products.

(b) U.S. Census Bureau, Retail Trades Census, 1982, published in November 1984.

New Stations vs. Closed Stations



API definitions: A service station is defined as a retail outlet at which 50% of the dollar volume is from gasoline and related products; a newly constructed outlet is defined as one that has been erected completely on vacant land or is new on the site. This category does not include rebuilds. Permanently deactivated outlets are those where equipment and identification have been removed, and where re-opening as a service station is no longer contemplated.

Source: American Petroleum Institute, New Construction Report, May 1984.

Tank Gauging?

from ENRAF.

Service Station Deactivations

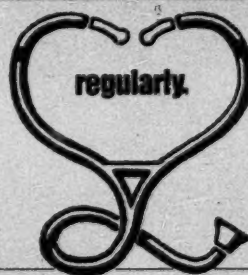
In the budget crunch that paralleled the plummeting of crude oil and product prices, and profits in the first half of 1986, American Petroleum Institute discontinued its annual report of service station deactivations—a traditional *Factbook* feature for the past 10 to 12 years.

The report above was the last one, which API issued in May 1985.

Although future plans are still indefinite, API says it does not anticipate resuming the study in 1987 or thereafter.

In its final report, API says deactivations in 1984 were 3,420, which made it the second lowest one-year total since the study began in 1972. The lowest number of deactivations took place in 1980, when only 3,380 stations were reported dismantled and shut down. API noted that in 1984, 778 stations were modernized along with 258 new constructions. The preceding year there were 511 modernizations and 225 new structures. In addition, 805 stations were rebuilt over the two years. Modernization was described as face-lifting and rebuilding was a ground-up make-over.

Have a heart-to-heart
with your doctor...



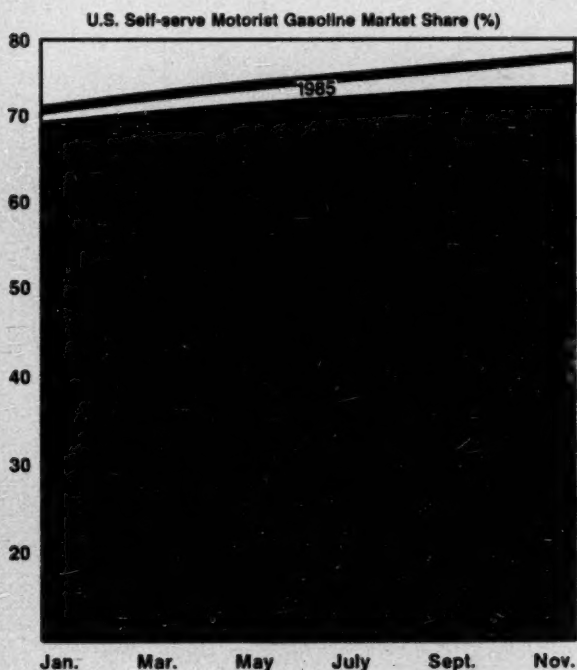
American Heart Association
WE'RE FIGHTING FOR YOUR LIFE

Self-serve Satisfies

Self-serve continues to make major impact on gasoline marketing in the U.S. The latest opinion poll indicates self-service hit a responsive chord with roughly 77% of the nation's motorists in 1985, up a spanking 5% over the preceding tally in 1984.

Only two states—New Jersey and Oregon—still ban self-service gasoline marketing.

The satisfaction poll is made monthly by Amoco Oil Co.



State (a)	'85	'84	State (a)	'85	'84
Utah.....	95%	93%	District of Col.	82%	83%
Colorado.....	91	91	Missouri.....	82	80
Arizona.....	90	90	Arkansas.....	81	78
Texas.....	90	89	Iowa.....	81	79
Washington.....	89	88	Minnesota.....	81	79
Louisiana.....	88	85	Ohio.....	81	79
New Mexico.....	88	88	Tennessee.....	81	79
Florida.....	87	85	North Dakota.....	79	79
Wisconsin.....	87	86	South Dakota.....	79	77
California.....	87	87	Alabama.....	78	75
Idaho.....	86	89	Kansas.....	78	77
Illinois.....	86	85	Nebraska.....	78	72
Indiana.....	86	84	Kentucky.....	76	78
Montana.....	86	88	Mississippi.....	76	74
Nevada.....	85	88	West Virginia.....	72	71
South Carolina.....	86	88	Rhode Island.....	65	57
Virginia.....	86	85	Connecticut.....	65	62
Wyoming.....	86	83	New Hampshire.....	64	59
North Carolina.....	85	85	Pennsylvania.....	61	58
Oklahoma.....	85	83	New York.....	54	51
Maryland.....	84	83	Vermont.....	53	37
Georgia.....	83	81	Massachusetts.....	47	42
Michigan.....	83	81	Maine.....	44	39
Delaware.....	82	81			

(a) Self-service is illegal in New Jersey and Oregon.
Source: Amoco Oil, Monthly Survey.

A Conversation Accent For
Office, Shop or Family Room Wall

OLD-TIME GASOLINE PUMP SIGNS



Buy Separately Or Save On Set

Use indoors or out. Authentic reproductions in color and design of signs used on pumps and walls of the "remember-when days" gasoline stations. Each 11½-in. diam. sign is made of 18-gauge steel. Designs are imprinted with steel screen process, then finished in fired-on porcelain enamel. Choose an individual sign, two or more in any design combination or save more, buy the set!

20001 Pump Sign Each \$14.95
20002 Pump Sign Set. (1 of each.) Set 99.95

Mail Coupon Now! Guaranteed Satisfaction

Executive Gift Guild

Box 894, Mount Prospect, IL 60056

Please ship Pump Signs (20001) I've indicated below at \$14.95 each, plus shipping and handling (shown at right).

State _____
Quantity A B C D E F G H _____

Please ship _____ Pump Sign Sets (20002) at \$99.95, plus \$5 shipping for each set.

☐ Check or Money Order Enclosed for \$ _____

☐ Charge \$ _____ to my ☐ VISA ☐ MasterCard Account.

Card No. _____ Exp. Date _____

Signature _____

Name _____

Address _____

City _____

State _____ Zip _____

NPNFB

Shipping Charges

1...\$2.85

2... 3.15

3... 3.85

4... 4.50

5... 5.00

IL residents add 7% Sales Tax

Gasoline Shares by Key Categories—1985

Last year, a new study on the retail gasoline market was made public by MPSI Americas, Inc., Tulsa, Okla., a firm specializing in international computer software and information services as well as market research and planning. Now, MPSI has released its updated study covering the year 1985.

Since this is the first time when comparisons can be made with previous year data, the numbers offer an interesting portrait as to where the action is in terms of market segments. Figures for both 1985 and 1984 are shown in the table below.

The study breaks out, on both a national and regional basis, market shares and percentage of outlets for conventional service

stations, volume pumpers, convenience stores that sell gasoline, plus a catch-all category of "others" including car washes, garages and other facilities.

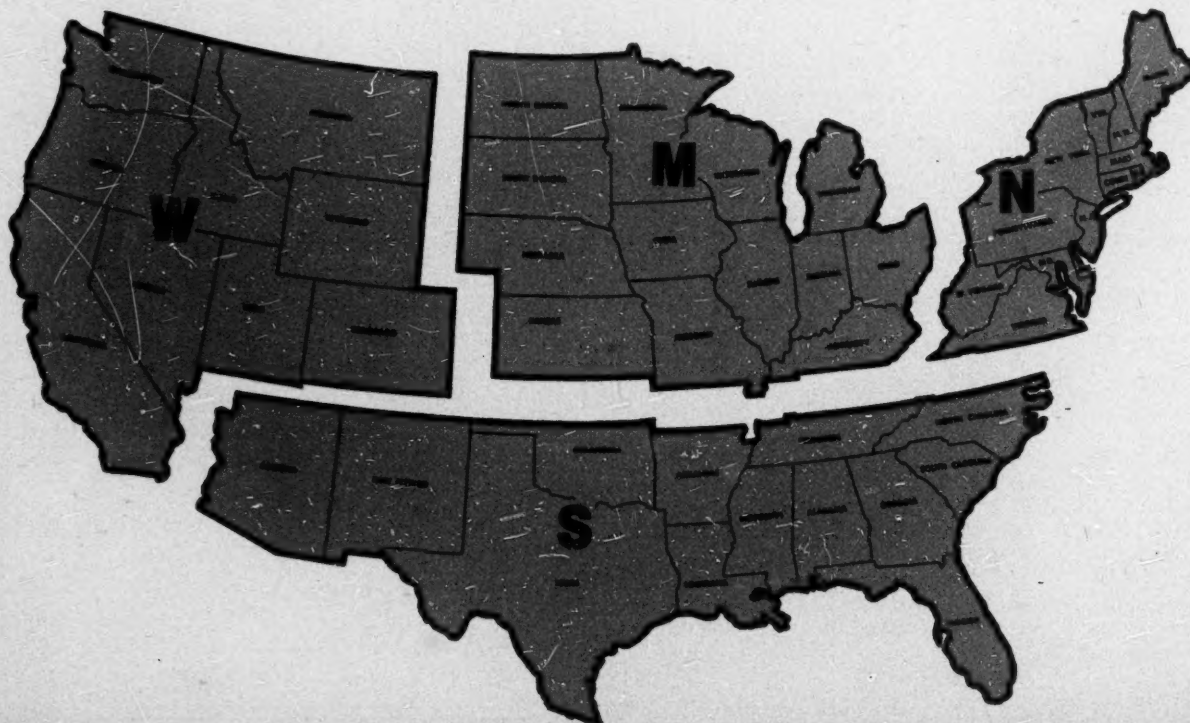
This study involves primarily the metropolitan areas of the U.S., where most gasoline is marketed. No attempt was made to count rural vendors or highway units which, while important to the industry, do not add materially to overall consumption statistics.

Particularly interesting is the shifting share of market revealed in the study, notably the 2.3% increase in percentage of outlets and 1.3% increase in percentage of gasoline volume gained by the convenience store segment between 1984 and 1985.

Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984
Northeastern Region										
• % of Outlets	60.1	62.4	23.9	24.2	5.1	2.6	10.9	10.8	100.0	100.0
• % of Volume	57.6	59.1	37.5	37.0	2.2	1.2	2.7	2.7	100.0	100.0
• Avg. Monthly Volume (Gallons)	71,433	79,931	116,951	119,412	32,958	35,159	18,257	19,798	72,035	78,126
Midwestern Region										
• % of Outlets	43.5	44.1	34.4	35.3	6.7	4.9	15.4	15.7	100.0	100.0
• % of Volume	35.5	35.6	54.7	55.9	4.5	3.1	5.4	5.4	100.0	100.0
• Avg. Monthly Volume (Gallons)	52,132	52,533	101,705	108,822	42,183	41,226	22,455	22,261	63,918	65,005
Sunbelt Region										
• % of Outlets	31.3	33.1	28.9	27.9	26.9	23.8	12.9	15.2	100.0	100.0
• % of Volume	30.6	31.4	51.9	51.7	13.2	11.7	4.3	5.2	100.0	100.0
• Avg. Monthly Volume (Gallons)	58,688	58,806	107,728	110,950	29,487	29,330	19,599	20,911	59,927	59,932
Western Region										
• % of Outlets	54.4	55.8	28.5	27.4	7.3	6.0	9.8	10.8	100.0	100.0
• % of Volume	46.4	47.5	46.9	46.2	3.5	2.6	3.2	3.7	100.0	100.0
• Avg. Monthly Volume (Gallons)	57,335	55,181	110,836	109,193	32,549	28,451	21,011	21,779	67,187	64,815
Total United States										
• % of Outlets	46.2	47.6	28.5	28.4	13.2	10.9	12.1	13.1	100.0	100.0
• % of Volume	42.9	43.6	47.1	47.2	6.3	5.0	3.7	4.2	100.0	100.0
• Avg. Monthly Volume (Gallons)	61,295	60,780	109,152	110,257	31,356	30,572	20,199	21,182	66,012	66,311

Source: MPSI Americas, Inc., Tulsa, Okla.



Business at Service Stations

Dollar Volume and Product Sales

Year	No. of service stations	Total sales (add 000,000,000)	Avg. per station (add 000)	Passenger cars (add 000)	Gasoline		Motor oil	
					Avg. gal.	Sales (000,000 gal.)	Qts. per year	Sales (add 000,000 qt.)
1986.....	121,000	\$102.5	\$847.1	132,000	581	76,692	—	—
1985.....	124,600	100.5	806.5	130,364	580	75,611	—	—
1984.....	132,080(a)	101.0	764.7	127,867	579	74,035	—	—
1983.....	136,570(a)	103.1	755.1	126,727	578	72,922	—	—
1982.....	144,690(a)	106.2	733.0	123,746	587	72,638	7.3	907
1981.....	151,250(a)	101.7	672.4	123,462	579	71,484	7.3	909
1980.....	158,540(a)	96.3	608.0	121,723	603	73,399	7.3	907
1979.....	164,790(a)	70.9	430.0	120,248	664	79,845	7.3	880
1978.....	172,300(a)	60.9	353.0	116,534	715	83,760	7.6	921
1977.....	176,465(b)	56.5	320.0	113,696	706	80,269	7.9	900
1976.....	186,400(a)	48.0	257.0	110,188	711	78,344	8.0	887
1975.....	189,480(a)	43.8	232.0	106,712	712	75,979	9.5	1,014
1972.....	226,459(a)	33.7	148.8	96,567	755	72,908	10.0	966

(a) Franchising in the Economy 1984-86, Department of Commerce; Bureau of Census definition of service stations: 50% or more of dollar volume comes from the sale of petroleum products.

Station Customers

Year	No. of service stations	Privately owned passenger cars		Households owning cars		Licensed drivers		Women drivers	
		Total (add 000)	Avg. per station	Total (add 000,000)	Avg. per station	Total (add 000,000)	Avg. per station	Total (add 000,000)	Avg. per station
1985.....	124,600(a)	130,364	1,046.3	75.0	601.9	158.2	1,269.7	75.7	607.5
1984.....	132,080(a)	127,867	968.1	74.0	560.2	155.4	1,176.5	74.3	562.5
1983.....	136,570(a)	126,727	927.9	73.0	534.5	154.2	1,129.1	73.4	537.5
1982.....	144,690(a)	123,746	855.8	72.0	497.6	150.3	1,038.8	71.7	491.9
1981.....	151,250(a)	123,462	816.3	70.0	460.5	147.0	969.0	69.2	457.5
1980.....	158,540(a)	121,723	767.8	67.2	423.8	145.3	916.7	68.1	429.5
1979.....	164,790(a)	120,248	731.1	65.9	400.0	143.3	868.3	66.8	403.5
1978.....	172,300(a)	116,534	676.3	64.6	375.0	140.8	817.1	65.3	379.0
1977.....	176,465(a)	113,696	644.3	63.3	365.5	138.4	784.4	63.7	361.0
1976.....	186,400(a)	110,188	591.1	62.0	332.6	130.3	689.4	57.9	306.3
1975.....	189,480(a)	106,712	563.2	60.5	319.3	127.8	662.2	56.8	294.3
1972.....	226,459(b)	96,567	426.4	52.8	232.2	118.4	522.8	52.6	232.3

(a) Franchising in the Economy 1984-86, Department of Commerce.

(b) Bureau of Census definition of service stations: 50% or more of dollar volume comes from the sale of petroleum products.

Source: Based on data from Motor Vehicle Mfgs. Assn., Federal Highway Administration, and NPN.

How Stations Rank in Sales

(Billions of Dollars)

	1985	% Change '85-'84	1984	% Change '84-'83	1983	% Change '83-'82	1982	% Change '82-'81
All Retail Stores.....	1,378.7	6.3%	1,297.0	10.4%	1,174.3	9.2%	1,074.6	3.4%
Food Group.....	281.5	4.3	270.0	5.9	254.9	2.2	249.3	4.9
Automotive Group.....	288.4	4.1	277.0	19.0	232.8	27.5	182.6	1.1
General Merchandise.....	160.4	4.4	153.6	10.2	139.4	5.1	132.6	4.0
Eating and Drinking Places.....	130.4	5.1	124.1	8.2	114.7	9.6	104.7	11.3
Gasoline Service Stations.....	102.9	1.9	101.0	2.1	98.9	(-4.4)	103.5	1.8
Apparel Group.....	71.0	7.6	66.9	10.9	60.3	17.3	51.4	7.6

Source: Survey of Current Business, Department of Commerce, Vol. 66, No. 1, January 1986.

Personal Consumption Expenditures

(Billions of Dollars)

Seasonally Adjusted at Annual Rate—1985

	1985	% Change '85-'84	1984	% Change '84-'83	1983	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.
Total Expenditures.....	\$2,581.9	6.6%	\$2,423.0	12.6%	\$2,155.9	\$2,525.0	\$2,563.3	\$2,606.1	\$2,633.3
Durable Goods.....	360.8	9.0	331.1	18.3	279.8	351.5	356.5	376.0	359.2
Automobiles.....	167.7	9.0	153.8	18.9	129.3	163.1	165.4	183.0	159.3
Furniture.....	128.9	8.0	119.4	14.7	104.1	125.7	127.4	128.6	133.9
Other Durable.....	64.1	10.7	57.9	24.8	46.4	62.7	63.4	64.4	66.0
Nondurable Goods.....	912.5	4.6	872.4	8.8	801.7	895.7	910.2	914.5	929.4
Food.....	474.2	5.0	451.7	8.5	416.5	485.5	472.1	475.9	483.3
Clothing and Dress.....	156.1	6.0	147.4	16.1	127.0	152.8	156.3	155.7	159.8
Gasoline and Oil.....	92.0	1.4	90.7	0.8	90.0	89.3	92.9	92.2	93.7
Other Nondurable Goods.....	190.1	4.1	182.6	8.6	168.2	188.2	188.9	190.7	192.6
Fuel Oil and Coal.....	15.8	(-11.1)	17.9	(-14.8)	21.0	16.1	15.4	16.0	15.9
Other Nondurable.....	174.3	5.8	164.7	11.9	147.2	172.1	173.5	174.8	176.8
Services.....	1,308.6	7.3	1,219.6	13.5	1,074.4	1,277.8	1,296.6	1,315.6	1,344.6

Source: Survey of Current Business, Department of Commerce, Vol. 66, No. 1, January 1986.

Retail Rankings: The Pecking Order Changes

Mergers, acquisitions, sell-offs and pull-outs in 1984 and 1985 continued to have an impact on the ranking and station numbers of the larger oil companies.

By far the biggest shift in the 1985 retail rankings occurred with Chevron, which jumped from No. 6 in the rankings in 1984 to No. 2 last year. That company's big step up obviously resulted from its acquisition of approximately 8,000 Gulf stations early in 1985.

Also moving up rapidly (from No. 14 to No. 10) is Southland-owned Citgo.

Texaco, although it went through some market retrenchment in 1985, hung on to the top spot by a narrow margin over Chevron with 18,718 outlets. Texaco also leads in number of states with 47.

Moving in the other direction was Arco, which startled the industry with its pull-out from its eastern markets. Arco slid from No. 13 in the 1984 rankings to No. 18 in 1985 and now markets in only six western states.

Unranked, but certainly an impressive company is independent marketer Getty Petroleum (formerly Powertest). Getty's 1,553 branded retail outlets would put it at No. 19 in the rankings.

	Outlets	'84
1 Texaco	18,718	(1)
2 Chevron	18,645	(6)
3 Exxon	17,427	(2)
4 Amoco	15,077(a)	(3)
5 Mobil	13,310	(4)
6 Shell	11,129	(5)
7 Unocal	10,763	(7)
8 Phillips	10,505	(8)
9 Standard Oil (Ohio)	7,930	(9)
10 Citgo	6,370	(14)
11 Conoco	6,276	(11)
12 Sun	5,830	(10)
13 American Petrofina	4,249	(12)
14 Marathon	2,361	(15)
15 Diamond Shamrock	2,034	(16)
16 Ashland	1,914	(17)
17 Kerr-McGee	1,879	(18)
18 Arco	1,748	(13)
19 Murphy	585	(19)
20 Tenneco	448	(20)
21 Crown Central	247	(21)

	Number of States*		Branded retail outlets	
	'85	'84	'85	'84
American Petrofina	24	22	4,249	4,385
Amoco	36(a)	36	15,077(a)	15,652
Arco	6	22	1,748	3,884
Ashland	15	15	1,914	1,910
Chevron	43	38	18,645	10,618
Citgo	39	31	6,370	3,599
Conoco	38	34	6,276	4,800
Crown Central	7	7	247	188
Diamond Shamrock	12	24	2,034	2,060
Exxon	36	38	17,427	18,139
Kerr-McGee	20	22	1,879	1,839
Marathon	6	6	2,361	2,299
Mobil	40	41	13,310	13,882
Murphy	14	14	585	591
Phillips	34	34	10,505	9,705
Shell	40	38	11,129	11,010
Standard Oil (Ohio)	18	30	7,930	8,560
Sun	29	29	5,830	6,425
Tenneco	13	15	448	423
Texaco	47	46	18,718	19,558
Unocal	41	42	10,763	10,365

Source: NPN Quarterly News

*Include District of Columbia

(a) In May 1986, Amoco announced it was discontinuing dealer and jobber marketing operations in Maine, R.I., La., and Tex., by Dec. 31, 1986, and Conn. (except Parkland and New Britain Counties) by May 31, 1987. The withdrawal affects 924 branded outlets and 75 Amoco jobbers.

28 Oil Company Credit Cards in the U.S.—1985

(Add 000 in all categories)

Company	Active Accounts	Total Proprietary Cards	Proprietary Sales Volume	Bank Card Sales Volume	T&E Sales Volume	Total Credit Sales
Shell	4,800	15,581	\$3,649,800	—	—	\$3,649,800
Chevron/Gulf	4,500	15,400	3,910,000	\$503,000	—	4,413,000
Texaco	3,700	14,971	3,512,000	502,006	\$250,000	4,264,006
Amoco	3,612	14,063	3,314,445	—	21,443	3,335,888
Exxon	3,244	12,200	2,810,818	—	—	2,810,818
Mobil	3,100	13,600	2,033,000	268,000	—	2,301,000
Unocal	2,122	7,000	2,089,000	311,000	32,000	2,432,000
Sohio	1,944	5,000	1,495,000	88,000	—	1,583,000
Sunoco	1,210	4,842	821,461	95,454	4,988	921,903
Phillips	1,161	4,613	1,001,603	150,555	—	1,152,158
Conoco	510	1,400	240,762	50,436	—	291,198
Citgo	300	2,247	220,528	92,242	—	312,770
Marathon	250	1,103	225,232	12,662	—	237,894
Petrofina	201	626	180,312	—	—	180,312
Total Petroleum	185	825	160,444	114,000	—	274,444
Diamond Shamrock	100	975	140,391	30,888	11,614	182,293
Ashland	80	275	78,965	63,549	45,156	187,670
Beacon	80	317	60,829	—	—	60,829
Tenneco	57	140	33,000	4,000	—	37,000
Derby	35	215	40,000	47,000	—	87,000
Totals (top 20)	31,191	115,393	\$26,017,590	\$2,332,792	\$365,201	\$28,714,983
Totals (next 8)	40	160	38,813	5,432	—	44,245
Grand total						
Top 28 Companies	31,231	115,573	\$26,056,403	\$2,338,224	\$365,201	\$28,759,228

Source: The Nilson Report, December 1985, plus corrections made subsequently.

Chevron Tops in Credit Card Sales, Shell Leads in Card Accounts

Chevron generated more credit card sales dollars in 1985 than any other oil company even though it ranked only second best in the total number of active accounts in operation and the total number of proprietary cards ostensibly in the hands of consumers.

This was one of the highlights of the 1985 oil company credit card sales analysis by The Nilson Report, a private newsletter that's circulated among credit card executives in oil and other industries. It is published monthly but has no set schedule for updating its oil industry data.

Nilson said Chevron generated \$4.4 billion in credit card sales in 1985—\$3.9 billion of it via its own cards (including Gulf's) and \$500 million via bank cards.

The report said Shell, which topped the field with 4.8 million active charge accounts and 15.6 million proprietary cards, ranked third in total credit card sales dollars, behind Texaco. Shell had \$3.5 billion in total sales while Texaco had \$4.3 billion. Texaco, like Chevron, also had a half-billion in bank card sales. Shell's

charges were confined to its own cards, although some individual retailers accepted bank cards.

Nilson said the number of proprietary cards issued by oil companies rose from 113 million in 1984 to 117 million in 1985. Total accounts, active accounts and spending have remained about the same, the latter about \$26 billion annually, Nilson said.

The newsletter noted that the use of bank cards for gasoline purchases has risen significantly in the past three years, increasing from \$1.8 billion in 1982 to \$2.4 billion in 1985. Bank cards, it said, are now generating about 8.5% of the credit card sales at service stations. On the other hand, the so-called T&E cards (American Express, Diners, Carte Blanche, etc.) are moving at a much slower pace and are estimated now at about 1% of total charges.

Nilson said the average sale on both bank and T&E cards ran 10% to 20% higher than on the proprietary cards which average \$17.79 for 12.8 gal. of gasoline at

\$1.39 gal. Nilson said card holders averaged 4.66 purchases monthly (56 per year) for a total of \$996.24 annually per active account.

Nilson said credit card losses in 1985 amounted to \$192.7 million, which was 0.73% of credit card sales. Of that amount, it said, \$171.5 million went to credit losses and \$21.2 million to fraud.

The latest analysis also included a report on Canadian credit card usage. There Shell led the field in the number of active accounts and in both proprietary and total sales. Significantly, Shell as a company accepts bank and T&E cards in Canada and got more than half of its 1985 volume from these two sources. Shell had \$1.0 billion in credit card sales in Canada in 1985, \$412.5 million in proprietary cards and \$590.5 million in third-party cards. [See International Section in this issue for details.]

Information on The Nilson Report can be obtained via P.O. Box 49936 (Barrington Station), Los Angeles, CA 90049; (213) 476-5094.

C-stores Continue Upward Surge

Having started from almost ground zero a decade ago, the growth of convenience stores selling gasoline has been phenomenal. According to John Roscoe, a West Coast C-store chain operator and author of the annual "Dollars Per Day Survey of the Small Food Industry," nearly two-thirds (65%) of the estimated 58,000 convenience-type stores in the United States now market gasoline.

Roscoe's 1986 Dollars Per Day Survey, which is an analysis of the top nine publicly owned C-store chains extrapolated to represent the industry as a whole, estimates that all C-type stores, including traditional stores and other food and gasoline combinations, sold 16,808,446,000 gallons in 1984 or 14.3% of the highway gasoline marketed in the U.S. The average store sold 1,227 gallons of gasoline per day.

Roscoe says that C-type stores increased their percentage of the national gasoline market by 1.87% in 1984, and he estimates that over 20% of the gasoline sold in the U.S. in 1985 was sold through C-stores. By contrast, he says, in 1976 only 1% of total U.S. gasoline volume was sold through convenience stores.

As for the nine chains cited in the survey, they sold 3,281,690,023 gallons in 1984, an increase of about 12% over the previous year. These nine accounted for 3.24% of total U.S. gasoline sales in 1984 through their 7,592 stores. That same year, gasoline made up almost one-third (32.6%) of the total sales of the nine chains.

Ranking the nine firms in terms of pre-tax profits, Roscoe cited Shop & Go, Mango, Fla., as the most profitable for the fifth straight year. Following in descending order were Circle K, El Paso, Texas; National Convenience Stores, Houston; Southland Corp. (7-Eleven), Dallas; Casey's General Stores, Des Moines, Ia.; Sunshine Jr. Stores, Panama City, Fla.; Munford Inc., Atlanta; Dairy Mart Convenience Stores, Enfield, Conn.; and Conna Corp., Louisville, Ky.

Cumberland Farms Inc., a privately-held eastern C-store chain not included in the Dollars Per Day Survey, recently took over the mantle as the nation's number one independent gasoline marketer. Cumberland, which acquired most of Chevron's northeast marketing facilities in late 1985, boosted its annual gasoline volume to about the 2.65 billion gal. a year level at the take-over date. Cumberland now has about 3,860 outlets, but many are former Chevron and Gulf gasoline stations, at least temporarily.

Southland, the former number one independent, is now labeled a "refiner-marketer" due to its acquisition of Citgo Oil Co. in 1983, which included a Citgo refinery.

Another study of the C-store business by the federal government, although limited to franchised outlets, tends to confirm Roscoe's findings. The government data (See Franchise Projections, table at right) projects the franchised C-store population will pass the 16,000-unit level by the end of 1986. Although the growth rate of franchised operations was somewhat slower than the year-ago projection (2.4% versus the forecast 4.4%), the government says this year's growth rate should more than double last year's to 5.3%. Even more interesting is the government's prediction that total franchised sales and services will increase by a whopping 13.3% in 1986 to \$12,369,139,000.

As convenience store companies extend their penetration into the gasoline market, so, too, are petroleum marketers expanding their involvement in the C-store field. As reported in the May 1986 issue of *NPN* (p49), 11 of the 14 largest integrated oil companies now supply 10,045 C-stores, with 2,109 of those being direct operations. These figures are lower than the actual number of C-stores operated by the majors since three companies with extensive networks of C-stores declined to disclose the number of units they own.

Dollars Per Day Survey

Company	# of Gasoline Units	Gal. Sold in 1984 (Add 000)	Avg. Gal. Sold per Day per Unit	Gasoline Margin per Gal.	% of Sales Contributed by Gasoline
Shop & Go	329	130,000	1,123	N/A	43.4%
Circle K	1,719	548,200	940	N/A	35.2
Natl'l Convenience	824	385,100	1,319	8.0c	42.4
Southland	3,173	1,454,000	1,286	7.0c	24.8
Casey's	482	202,024	1,218	9.2c	61.3
Sunshine Jr.	319	73,286	631	N/A	49.9
Munford	440	343,995	2,093	N/A	N/A
Dairy Mart	35	12,585	1,091	6.4c	14.9
CONNA	271	134,500	1,371	N/A	35.7
Totals	7,592	3,281,690	1,227	N/A	N/A

Ten-year Box Score on Growth

Survey Year	No. of Stores	No. with Gasoline Units	Gasoline Units Added in Year	% of Stores with Gasoline Units
1985 (a)	13,964	7,592	527	54.36%
1984	13,883	7,378	990	53.14
1983	12,276	6,029	480	49.11
1982	12,400	5,799	393	46.76
1981	12,445	5,533	442	44.45
1980	13,167	5,630	447	42.76
1979	12,920	5,153	569	39.88
1978	12,587	4,584	792	36.38
1977	11,953	2,792	959	31.72
1976	11,356	2,786	557	24.53

(a) Nine chains in this survey versus 10 in 1984-1983 and 11 chains in previous studies.

Source: 15th annual Dollars Per Day Survey, John F. Roscoe, March 1986.

Government Franchise Projections

	1986	1985	1984	Percent Changes	
				'85-86	1984-85
Total number of establishments:					
Company-owned	16,120	15,314	14,960	5.3%	2.4%
Franchisee-owned	9,204	8,796	8,507	4.6	3.4
	6,916	6,518	6,453	6.1	1.0
Total sales of products and services: (\$000)	\$12,369,139	\$10,911,314	\$10,292,508	13.3	6.0
Company-owned	7,731,205	6,685,410	6,304,904	15.6	6.0
Franchisee-owned	4,637,934	4,225,904	3,987,604	9.6	6.0

Distribution by Establishments—1984

Size Groups	Franchising Companies Number	Establishments		Sales (\$000)	
		Number	%		%
1001 and Greater	4	11,558	77.3	\$ 8,756,806	85.1
501 - 1000	7	2,912	19.5	1,276,145	12.4
151 - 500					
51 - 150	5	359	2.4	192,813	1.9
11 - 50	5	112	0.7	58,834	0.5
0 - 10	3	19	0.1	10,110	0.1
Total	24	14,950	100.0	10,292,508	100.0

Source: "Franchising in the Economy, 1984-86," U.S. Department of Commerce, February 1986.

C-store Margins Improve Again

Another perspective on activity in the C-store/gasoline industry is shown in the 1985 "State of the Convenience Store Industry" survey by the National Assn. of Convenience Stores (NACS).

According to the NACS study, the nation's 57,300 C-stores increased sales 9.7% to \$47.5 billion from 1983 to 1984. The rate of increase, although substantial, did not keep up with previous years' increases (See chart at right) due to falling prices and demand for gasoline, NACS says. "Following increases ranging from 27% to 58% in the preceding four years, the rate of increase in convenience store gasoline sales fell to 3.2%," the report says.

Still, gasoline keeps taking a bigger share of total C-store dollar volume, having increased the percentage of total sales from 27.7% in 1980 to 34.3% in 1984.

The average store netted a pre-tax profit of \$24,800 in 1984, an increase of 41.7% over 1983 and 71% over the 1982 level. Interestingly, but not surprisingly, non-gasoline sales generate much higher gross margins than gasoline (See table).

The investment costs for new C-stores are increasing too, the NACS survey shows (See table). A typical urban store cost almost \$500,000 in 1984, including land, building, inventory, etc.

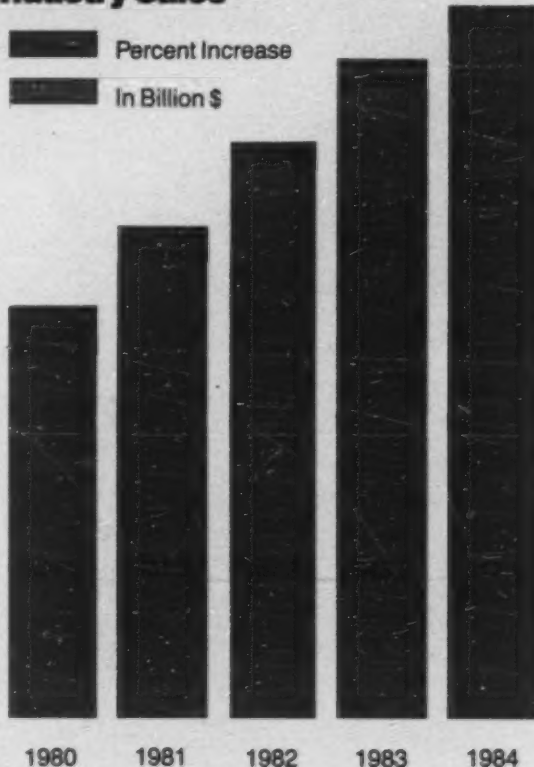
The average C-store/gasoline unit pumped 42,000 gal./month of gasoline in 1984.

C-store Gross Margin As a Percent of Sales

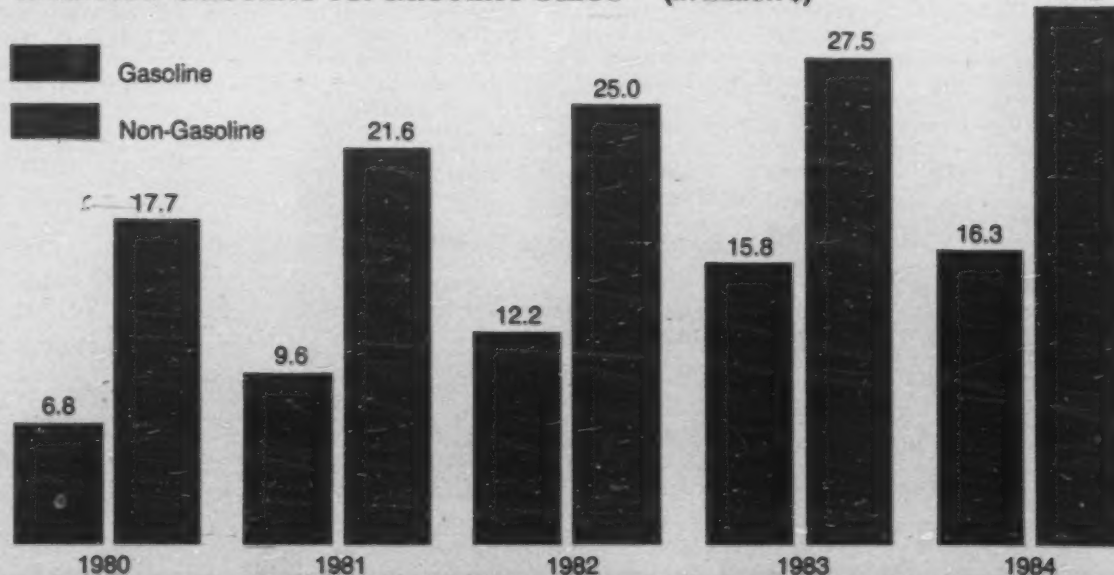
Survey Year	Gasoline Margin %	Non-Gasoline Margin %	Average Margin %
1984	6.0%	32.0%	21.6%
1983	5.0	31.5	20.7
1982	4.5	30.1	20.8
1981	4.2	31.8	22.9
1980	6.0	30.2	22.8

Source: NACS "1985 State of the Convenience Store Industry" survey.

Total Convenience Store Industry Sales



Total Non-Gasoline vs. Gasoline Sales (In Billion \$)



C-Store Unit Growth Analysis

	1980	1981	1982	1983	1984
New Stores Opened	11.9%	11.2%	10.2%	7.6%	7.3%
Acquired Stores	1.8%	1.7%	0.8%	2.7%	2.9%
	13.7%	12.9%	11.0%	10.3%	10.2%
Stores Sold or Closed	(3.8%)	(4.3%)	(4.1%)	(4.1%)	(4.8%)
Net Increase in Stores	9.9%	8.6%	6.9%	6.2%	5.4%
Actual Number of Stores (000's)	44.1	47.9	51.2	54.4	57.3

Source: NACS "1985 State of the Convenience Store Industry" survey.

Still another "State of the Industry" survey, this one by *Convenience Store Merchandiser*, an industry publication, charts C-store activity according to independent operations (single stores, including franchisees) and chain outlets.

The tables below highlight average sales per store for both types, plus the average sale per customer. Note that in both cases, total sales are higher for stores with gasoline, but in-store sales typically are higher in non-gasoline operations.

Other data included in the survey show average inventory turns in 1985 of 13.5 for chains and 11.8 for independent stores. Average store manager salary is \$16,272 for chains and \$15,280 for independents. Pre-tax profits as a percentage of gross sales is 3.37% for chains and 6.9% for independents.

Average C-store Sale Per Customer—1985

	Independent Stores		Chain Stores	
	In-Store Sale	Gasoline Sale	In-Store Sale	Gasoline Sale
Sell Gasoline	\$2.80	\$7.74	\$2.18	\$6.62
No Gasoline	3.28	—	5.17	—
Average (All Stores)	3.08	7.78	2.84	6.62

Source: "1985 State of the Industry Report" for independent and chain stores, *Convenience Store Merchandiser*.

Comparing Chain C-store Product Categories

Product Category	Average Gross Profit Margin	Percent of In-Store Sales	
		Chains Selling Gasoline	Chains Not Selling Gasoline
Gasoline	6.1%	—	—
Tobacco	23.7	18.4%	16.6%
Beer & Wine	25.9	14.2	9.9
Cooler Soft Drinks	31.6	12.0	10.6
Fountain Soft Drinks	57.1	4.1	1.5
Fast Foods/Food Service	46.5	7.8	2.2
Deli	43.3	1.6	2.9
Milk & Dairy	18.8	8.1	10.3
Bake Off	35.8	1.4	.5
Ice Cream	36.1	2.3	6.6
Groceries	30.4	11.2	12.3
Candy	36.8	5.0	4.5
Magazines & Paperbacks	21.7	2.5	3.8
General Merchandise	35.8	2.7	7.6
HBA	36.0	3.4	1.5
Snacks	33.1	3.5	3.8
Produce	24.5	.2	.9
Frozen Foods	35.6	1.1	1.1
Video Products	22.4	.4	.5
Lottery Tickets	6.0	.4	2.8

Source: "1985 State of the Industry Report" for independent and chain stores, *Convenience Store Merchandiser*.

Average Sales per C-store—1985

	(Add 000)					
	Independent Stores			Chain Stores		
	In-Store Sales	Gasoline Sales	Total Sales	In-Store Sales	Gasoline Sales	Total Sales
Sell Gasoline	\$346	\$592	\$938	\$392	\$601	\$993
No Gasoline	482	—	482	591	—	591
Average (All Stores)	417	592	705	433	460	893

Average Investment per New C-store

	1980	1981	1982 (a)		1983		1984	
			Urban	Rural	Urban	Rural	Urban	Rural
Land	\$ 88,100	\$ 89,900	\$133,400	\$ 57,100	\$147,900	\$ 89,800	\$170,200	\$108,700
Building	98,200	101,800	101,400	91,600	125,300	101,700	149,800	106,900
Equipment	Fast Food	8,100	7,200	17,900	11,000	14,200	7,700	14,100
	Gas	36,700	48,800	46,300	34,600	59,900	50,000	55,100
	Non-Gas	39,200	51,800	70,700	38,800	53,600	48,000	61,000
	Total	84,000	107,800	134,900	84,400	127,700	105,700	130,200
Inventory	42,000	42,300	47,500	39,100	50,000	45,000	46,000	42,800
Other	3,200	1,300	—	—	—	—	—	—
Total Investment	\$315,500	\$343,100	\$417,200	\$272,200	\$450,900	\$342,200	\$496,200	\$356,200

(a) Urban/rural investment breakout data was started in 1982.
Source: NACS "1985 State of the Convenience Store Industry" survey.

Chevron Retains Gasoline Supremacy

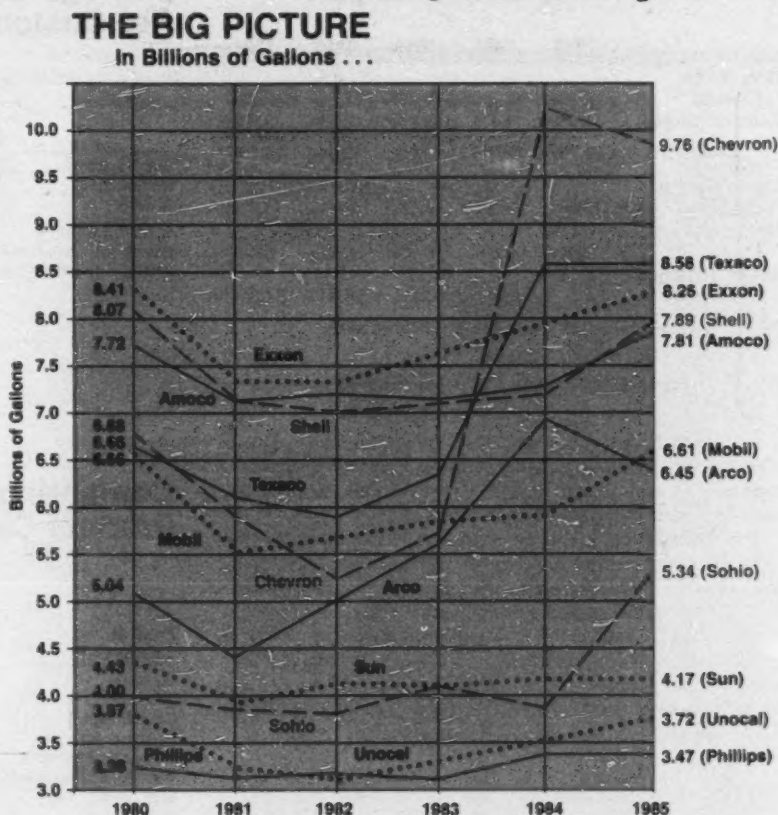
Chevron continued to dominate gasoline marketing in 1985, even though it lost some gallonage in the process of complying with government-mandated spinoffs in selected markets.

Texaco, Exxon, Shell and Amoco ranked next in that order. The only significant change here was that Shell, with an 8% increase in sales in 1985, squeezed past Amoco, which had a 6% upturn. But Shell and Amoco have been playing this sort of a game in recent years so that this was not necessarily surprising or momentous.

An eye-opener of significance was Chevron's restatement of its 1984 gallonage, moving it up from 9.6 billion gal. to 10.3 billion gal. This was the first time that any company ever exceeded 10 billion gal. of gasoline in any year. The increase reflected a re-evaluation of the additional gallonage coming from the Gulf acquisition. It also reflected the fact that Chevron now says its gasoline sales in 1984 and 1985 included some avgas and other petroleum products, which had not been specified in 1984.

The Gulf acquisition gave Chevron an 82% increase in gross gallonage in 1984 but the spinoff of some marketing facilities in the Southeast in 1985 gave it a 5.6% decrease in volume last year. Chevron is in the process of selling its outlets and facilities in the Northeast to Cumberland Farms, of Canton, Mass., but how this is going to affect its gallonage in 1986 is yet to be determined.

Texaco, with only a minor loss in volume in 1985, held on to the second place in marketshare and Exxon retained its No. 3 position. Mobil, with a 12.7% increase in volume in 1985 skipped past Atlantic Richfield, which began a historic withdrawal from Eastern markets late last summer and a return to the West as a



five-state regional marketer. At that, however, its 1985 volume was not that far under its 1984 gallonage, which had been restated to reflect the continuing changes in the corporate restructuring.

The NPN data for the top 11 companies are obtained from annual reports and private advisories and are the total gasoline

volumes of each company. The totals differ from the Federal Highway Administration compilations which are based on the tax reports of wholesalers, suppliers and states revenue offices. The total sales market of 108 billion gal. for 1985 is an estimate by NPN based on FHA data for the first 11 months of the year and a

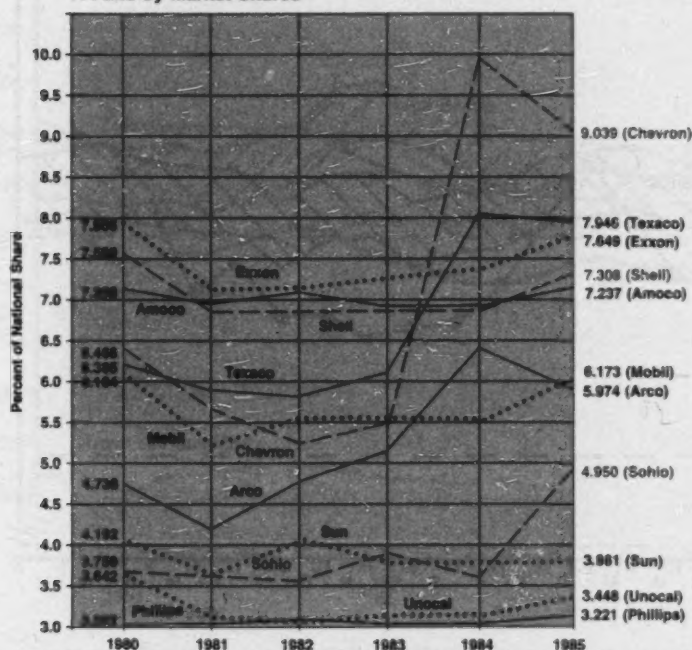
The Gasoline Market: By Gross Gallonage and Relative Shares (a)

	1985 (Total Sales Equal 108,032,538,600 gal.)				1984 (Total Sales Equal 106,331,239,000 gal.)			
	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '85 vs. '84	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '84 vs. '83
Chevron	1	9.039%	9,765,210	(5.6%)	1	9.732%	10,347,750	82.4%
Texaco	2	7.946	8,584,800	(.04)	2	8.146	8,661,450	34.2
Exxon	3	7.649	8,262,870	4.5	3	7.410	7,879,620	1.8
Shell	4	7.308	7,894,950	8.0	5	6.877	7,312,410	2.6
Amoco	5	7.237	7,818,300	6.0	4	6.935	7,373,730	2.6
Mobil	6	6.173	6,668,500	12.7	7	5.565	5,917,380	—
Arco	7	5.974	6,453,930	(6.5)	6	6.487	6,898,500	22.0
Sohio	8	4.950	5,347,104	35.7	9	3.705	6,147,330	50.2
Sun	9	3.861	4,171,293	1.2	8	3.678	4,123,770	2.3
Unocal	10	3.448	3,725,190	4.7	10	3.345	3,556,560	2.3
Phillips	11	3.221	3,479,910	4.1	11	3.143	3,341,940	2.8
Gulf (b)	—	—	—	—	—	—	—	—
Total		61.3 %	66,172,057	(N.C.)		64.5 %	68,601,750	(N.C.)

(a) The gross gallonage is that reported by the various companies in their annual reports as having been manufactured and sold by them during the calendar year. Where most companies are concerned, it is motor fuel. But some companies concede the gross gallonage also may include some other petroleum products such as avgas, naphtha, etc. These additions are not considered overly significant, however. Some companies restated their 1984 totals, notably Chevron and Arco; Chevron to better reflect the acquisition of Gulf, and Arco to reflect the reorganization initiated in 1985 in withdrawing from eastern markets and resuming a role as a regional marketer in the West only.

(b) Gulf was acquired by Chevron in early-1984, and its 1984 gallonage is included in Chevron's. Data for 1983, 1982 and 1981 is also shown to make the tabulation consistent.

... and by Market Shares



Gasoline Consumption: On- Vs. Off-Highway Use (billions of gal.)

Year	Highway Use	Off-Highway Use	Total Use	% Chng. Annually	% Off-Highway Use
1985(a)	103.4	3.9	107.3	1.9%	3.6%
1984	101.4	3.9	105.3	2.6	3.7
1983	99.4	3.2	102.6	.8	3.1
1982	98.5	3.3	101.8	(1.3)	3.2
1981	99.6	3.5	103.1	(1.6)	3.4
1980	101.2	3.6	104.8	(6.3)	3.4
1979	108.1	3.7	111.8	(3.5)	3.3
1978(b)	112.2	3.6	115.8	—	3.1

(a) Estimated by NPN on basis of Federal Highway Administration data.

(b) Peak year of consumption.

Source: Federal Highway Administration, "Highway Statistics Annual." The totals in this table may vary slightly from other basic FHA tables because of some exclusions and additions.

projection for the 12th month.

The collapse of the crude oil market in late 1985 and the downswing of retail prices in early 1986 were expected to have dramatic impact on gasoline consumption in the late-spring and traditional summer driving periods. How much was anybody's guess.

In the first quarter of 1986, for example, American Petroleum Institute noted that the amount of gasoline supplied equalled 6.7 million b/d, or 3.2% more than during the comparable period of 1985. March gasoline deliveries were up 6%.

It was anticipated by many analysts that gasoline demand would continue to rise in the second quarter and that the third quarter (which takes in most of the summer driving period) could literally explode, possibly to record-breaking proportions.

One factor heightening the possibility was the increased international tension in the first half of 1986, with many European-bound tourists cancelling their summertime reservations abroad and opting instead for a vacation at home instead of overseas.

It should be noted, too, that most of the companies that cut back drastically on capital spending programs for 1986 used gentle touches on marketing facilities. In other words, it was obvious that they anticipated tougher competition this summer and minimized the net effect on marketing vis a vis exploration and production.

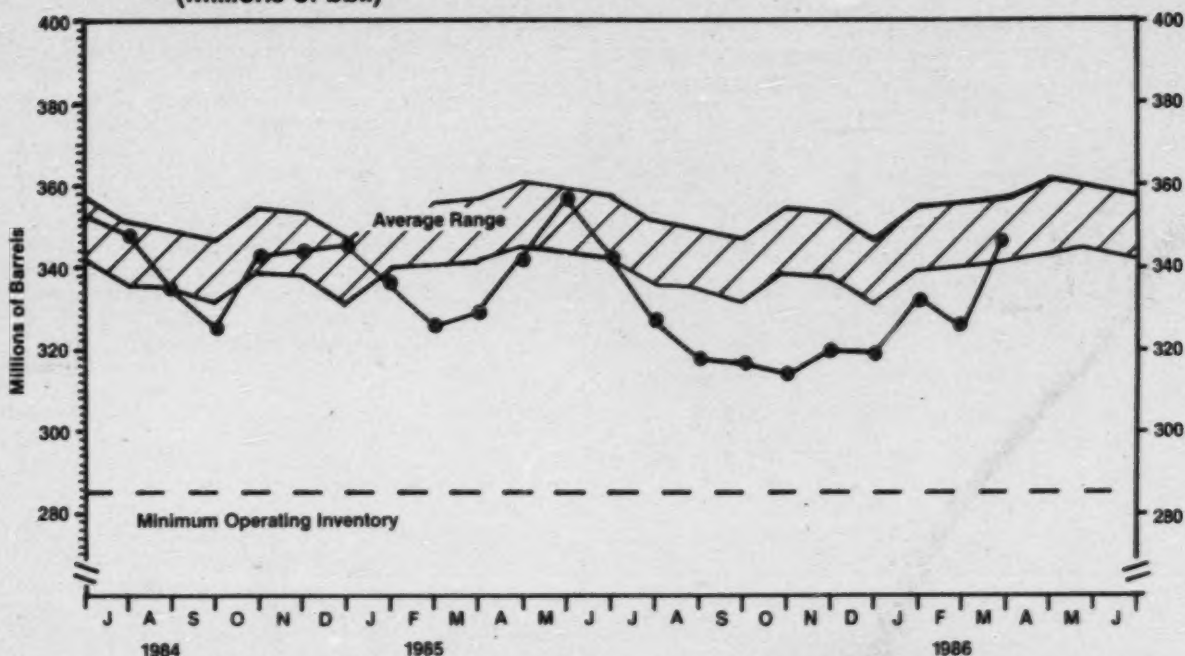
Big changes in market shares could take place on the Atlantic seaboard this summer. Arco, Chevron and Getty are out of the Northeast now, and have been replaced by hard-nosed independents like Getty Petroleum (formerly Powertest), Cumberland Farms and entrepreneur John Devas's new Atlantic Petroleum Co. Shell has jazzed up its Northeast role with 450 stations it bought from Arco.

1983 (Total Sales Equal 104,231,431,000 gal.)				1982 (Total Sales Equal 102,747,065,000 gal.)				1981 (Total Sales Equal 104,150,408,000 gal.)			
Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '83 vs. '82	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '82 vs. '81	Rank	% Mkt. Shr.	(Add 000) Gallonage	% Chng. '81 vs. '80
7	5.442%	5,672,100	4.5%	7	5.282%	5,426,820	(8.5%)	6	5.697%	5,933,710	(13.8%)
4	6.191	6,453,930	8.5	5	5.789	5,948,040	(4.0)	4	5.947	6,193,320	(7.1)
1	7.427	7,741,650	4.8	1	7.192	7,389,060	.06	1	7.050	7,343,070	(12.8)
2	6.897	7,189,770	(1.7)	2	7.115	7,312,410	.06	2	6.977	7,266,420	(6.0)
3	6.839	7,128,450	1.3	3	6.948	7,036,470	(1.5)	3	6.918	7,205,100	(10.8)
8	5.427	5,656,770	13.9	8	4.834	4,916,920	11.0	8	4.298	4,476,360	(11.2)
5	5.677	5,917,300	2.1	6	5.640	5,794,740	4.1	7	5.343	5,564,790	(15.2)
10	3.868	4,031,790	(4.4)	9	4.103	4,215,750	7.4	9	3.768	3,924,480	(11.4)
9	3.926	4,093,110	9.4	10	3.641	3,740,520	(.08)	10	3.261	3,771,180	(2.3)
12	3.336	3,476,844	6.9	11	3.165	3,251,493	3.3	12	3.204	3,337,341	(13.9)
11	3.118	3,249,960	(1.9)	12	3.223	3,311,280	(2.6)	11	3.076	3,203,970	(2.3)
6	5.574	5,810,070	(4.8)	4	5.940	6,103,340	(.07)	5	5.902	6,147,330	(3.1)
63.73 % 66,424,840 3.1%				62.72 % 64,446,843 .12				61.80 % 64,367,071 (9.7)			

(N.C.): The totals are not comparable due to the unevenness of the additions and spinoffs of companies like Gulf and Getty.

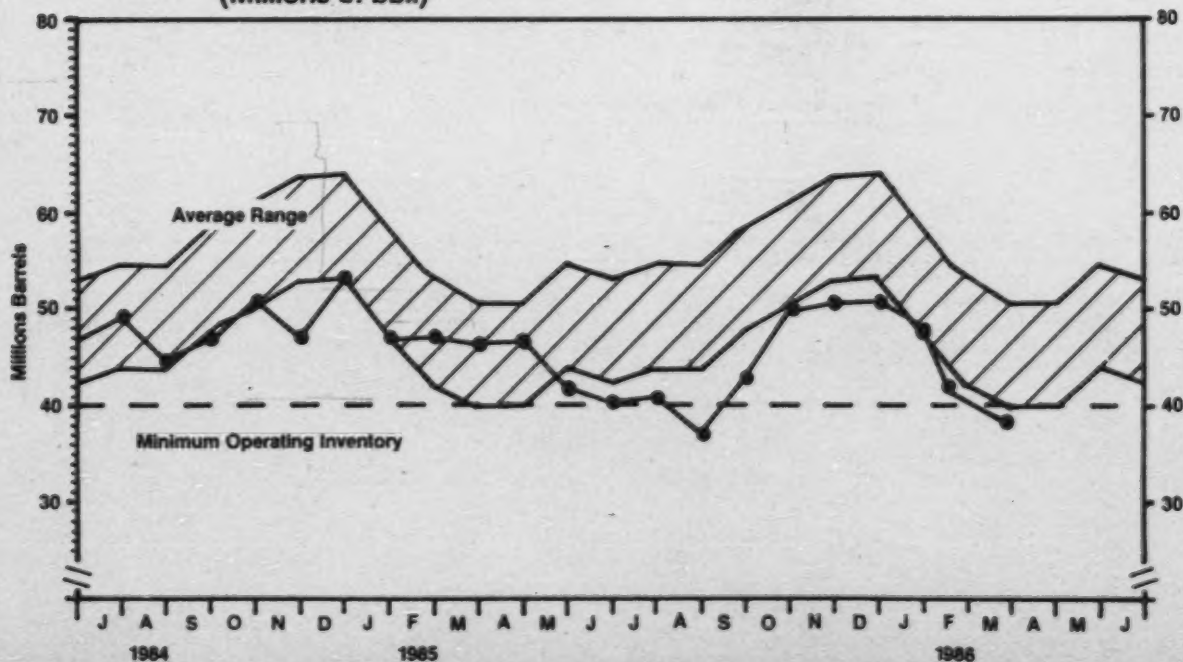
Sources: Oil company annual reports and statistical supplements, plus special direct reports to NPN. National gallonage totals for each year are those of Federal Highway Administration except 1985 which is FHA data for 11 months and an NPN estimate for the balance. FHA data is for all uses—on- and off-highway. Since the off-highway consumption has averaged only 3.25% over the past six years, it is not considered significant in the market share ratios.

Stocks of Crude Oil, U.S. Total
(Millions of bbl.)

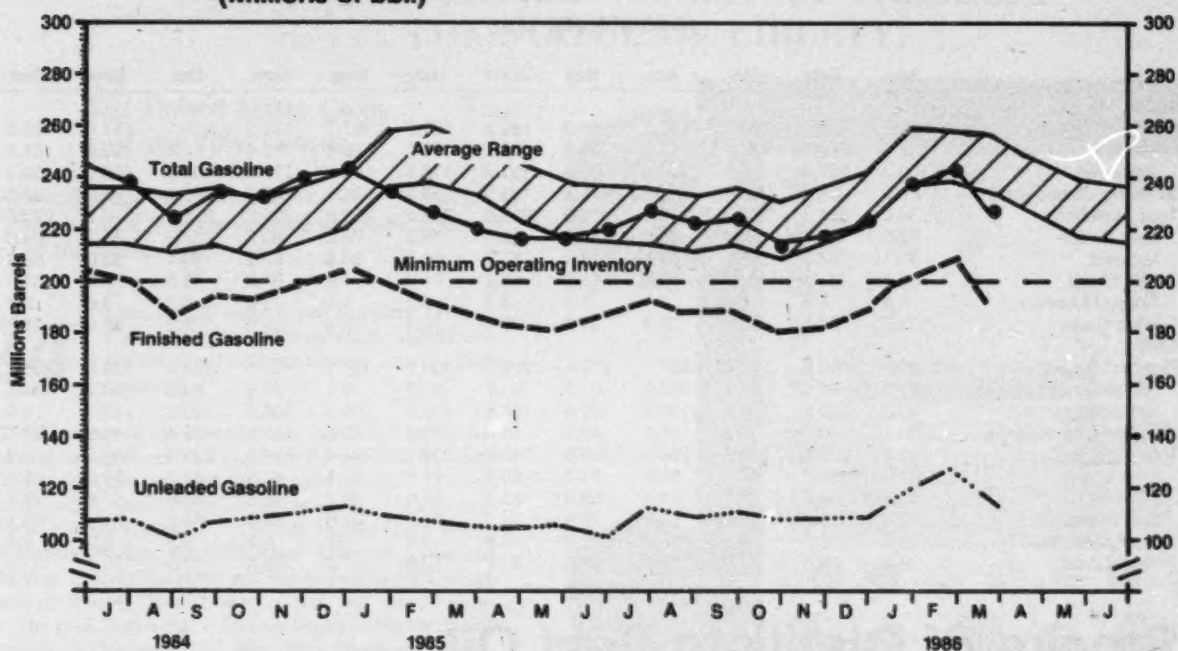


Crude Stocks at Primary Levels include those held at refineries, in pipelines, and in lease tanks, but do not include those held in the Strategic Petroleum Reserve operated by the U.S. Government. The average level and width of average range are based on three years of monthly data for the period of July 1982 and June 1985. The seasonal pattern is based on seven years of monthly data. National Petroleum Council defines the Minimum Operating Inventory as the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time. NPC revised its minimum operating levels in late-1983. Source: Department of Energy, Weekly Statistical Reports, April 1986.

Stocks of Residual Fuel Oil, U.S. Total
(Millions of bbl.)



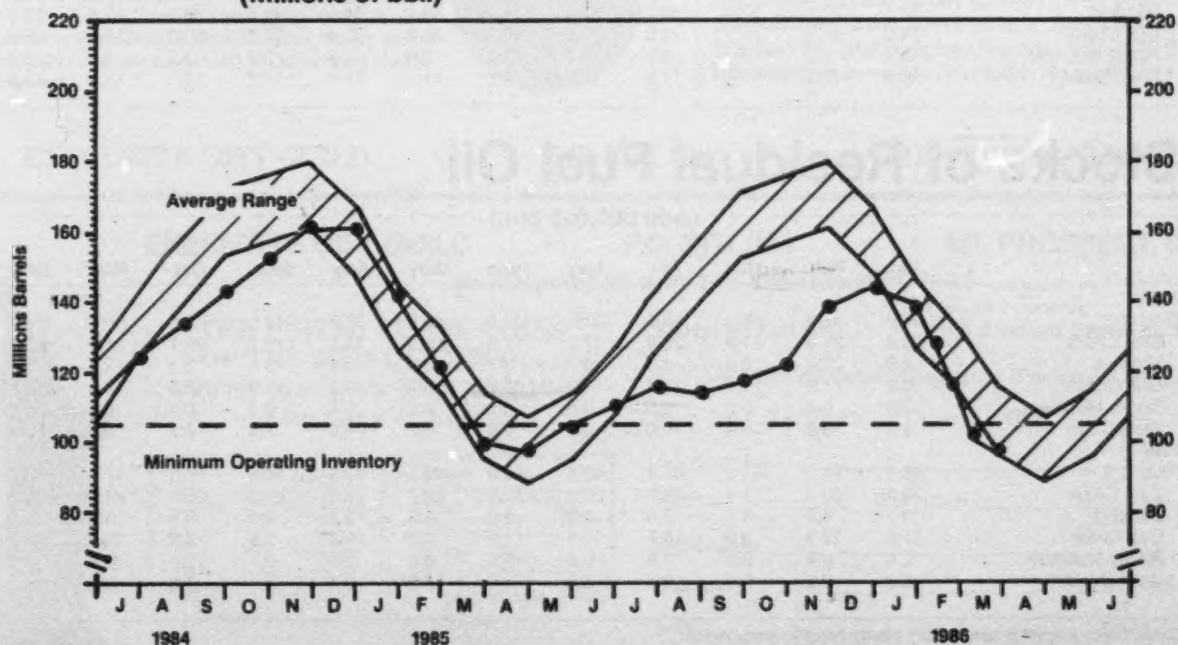
Stocks of Motor Gasoline, U.S. Total (Millions of bbl.)



Product stocks at the Primary Level include those held at refineries, in pipelines, and at major bulk terminals. They do not include stocks held in secondary distribution facilities such as jobber tanks, consumer tanks, and/or barges designed for consumer markets. The average level and width of average range are based on three years of monthly data for the period of July 1982 through June 1985. The seasonal pattern is based on seven years of monthly data. National Petroleum Council defines the Minimum Operating Inventory as the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time. NPC revised its minimum operating levels in late-1983.

Source: Energy Information Administration, Weekly Statistical Reports, April 1986.

Stocks of Distillate Fuel Oil, U.S. Total (Millions of bbl.)



Stocks of Motor Gasoline

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1985												
Finished Gasoline	197.8	190.0	186.4	182.0	181.3	186.3	191.7	187.7	187.2	179.1	181.8	189.8
Leaded	88.5	82.6	81.3	77.7	75.6	85.2	79.8	78.8	76.4	71.1	73.8	81.4
Unleaded	109.3	107.4	105.1	104.4	105.6	101.2	111.9	108.9	110.8	108.0	108.0	108.4
Blending Components	36.2	36.8	33.7	34.5	35.3	33.5	35.9	35.1	37.0	35.1	35.0	33.2
Total Gasoline	234.0	226.8	220.1	216.6	216.6	219.8	227.6	222.8	224.2	214.3	216.8	223.0
East Coast	62.3	60.7	61.4	60.0	60.8	62.6	66.3	62.2	60.3	56.5	64.7	64.9
Midwest	71.1	67.5	66.1	60.4	55.3	57.9	60.6	64.8	67.3	59.1	58.0	59.2
Gulf Coast	59.7	61.1	57.3	60.4	63.2	62.2	64.8	61.9	61.2	63.5	60.8	64.1
Rocky Mountain	8.5	8.5	8.2	7.1	7.1	6.7	5.5	5.4	6.0	6.3	6.6	6.8
West Coast	32.5	29.1	27.2	28.8	30.2	30.4	30.4	28.4	29.5	28.8	26.8	28.0
1984												
Finished Gasoline	185.5	196.6	202.1	207.1	210.4	204.1	199.7	185.9	194.1	193.0	198.5	205.2
Leaded	92.3	96.5	97.7	100.8	101.0	96.7	91.8	85.4	87.5	84.0	88.4	92.3
Unleaded	93.3	100.2	104.4	106.4	109.4	107.5	107.9	100.5	106.6	109.0	110.1	112.9
Blending Components	40.1	40.5	40.5	40.8	42.2	41.4	38.4	38.5	40.0	39.4	41.6	38.1
Total Gasoline	225.7	237.1	242.6	248.0	252.6	245.5	238.1	224.4	234.1	232.4	240.1	243.3
East Coast	61.8	65.2	65.3	66.9	71.1	69.4	71.8	65.4	64.8	63.2	63.5	68.1
Midwest	63.2	68.4	70.6	71.4	68.3	65.5	64.6	62.7	66.8	65.5	67.6	72.4
Gulf Coast	62.4	66.1	70.9	72.5	72.9	70.9	65.1	62.8	69.5	69.6	71.4	63.1
Rocky Mountain	8.4	8.7	9.0	8.7	8.8	7.9	7.5	6.4	6.2	6.3	6.9	7.9
West Coast	29.9	28.6	26.8	28.5	31.5	31.7	29.0	27.0	26.8	27.9	30.7	31.8

Stocks of Distillate Fuel Oil

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1985												
Total U.S.	141.8	121.5	99.4	97.1	104.6	110.0	115.5	113.7	117.1	121.7	139.3	143.9
East Coast	55.6	43.4	32.6	31.3	33.6	34.3	38.8	41.0	47.1	50.5	62.0	58.8
Midwest	44.3	40.2	32.2	29.4	30.3	32.6	32.7	32.4	32.7	32.0	33.7	37.2
Gulf Coast	27.4	23.9	21.3	24.2	27.2	28.2	28.2	25.9	24.4	27.5	30.0	32.9
Rocky Mountain	3.7	3.5	2.9	2.3	2.7	3.1	3.1	2.9	2.6	2.2	2.4	2.9
West Coast	10.7	10.5	10.4	9.9	10.9	11.9	12.8	11.5	10.3	9.5	11.1	12.1
1984												
Total U.S.	119.3	132.2	109.6	97.7	98.1	112.8	124.4	133.3	142.9	152.2	161.0	161.1
East Coast	43.3	54.4	37.3	29.8	32.7	40.0	45.3	49.1	57.5	71.7	74.9	72.9
Midwest	37.1	37.0	33.5	30.1	27.0	31.6	36.1	39.3	38.6	36.4	37.6	43.7
Gulf Coast	24.6	26.8	24.1	23.0	23.5	26.1	28.2	30.4	32.3	29.9	33.1	28.8
Rocky Mountain	3.4	3.2	3.3	3.2	3.4	3.5	3.6	3.5	3.3	3.2	3.5	3.7
West Coast	10.8	10.8	11.3	11.5	11.5	11.6	11.3	11.0	11.2	11.0	11.9	11.9

Stocks of Residual Fuel Oil

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1985												
Total U.S.	46.8	47.0	46.3	46.6	41.8	40.2	40.8	37.0	42.8	49.6	50.6	50.7
East Coast	23.4	21.8	21.8	20.8	17.7	17.4	18.5	14.6	19.1	24.7	24.7	23.3
Midwest	3.0	3.4	3.5	3.6	3.7	3.7	3.5	3.8	3.4	3.1	3.8	4.0
Gulf Coast	10.7	11.6	11.0	11.7	11.7	10.7	9.7	9.2	11.9	12.8	12.3	12.6
Rocky Mountain	0.5	0.5	0.6	0.5	0.5	0.5	0.4	0.4	0.5	0.4	0.4	0.5
West Coast	9.1	9.6	9.4	10.0	8.2	7.9	8.7	9.0	7.8	8.7	9.3	10.3
1984												
Total U.S.	45.1	57.1	47.9	47.4	46.4	46.9	49.2	44.6	46.8	50.8	47.0	53.0
East Coast	20.4	30.4	24.4	22.7	23.1	22.0	24.7	21.9	25.0	26.8	24.0	28.9
Midwest	3.7	4.2	4.1	3.6	4.0	3.6	3.5	3.6	3.5	3.8	3.7	3.5
Gulf Coast	11.8	12.9	9.9	10.9	10.1	11.2	9.8	9.2	9.8	10.2	10.4	11.2
Rocky Mountain	0.4	0.4	0.5	0.6	0.6	0.5	0.6	0.5	0.5	0.7	0.6	0.6
West Coast	8.8	9.3	9.0	9.6	8.8	9.6	10.7	9.4	8.1	9.3	8.3	8.7

Source: Energy Information Administration, Weekly Petroleum Status Reports.

Refinery and Bulk Terminal Stocks By States and PAD Regions—1985

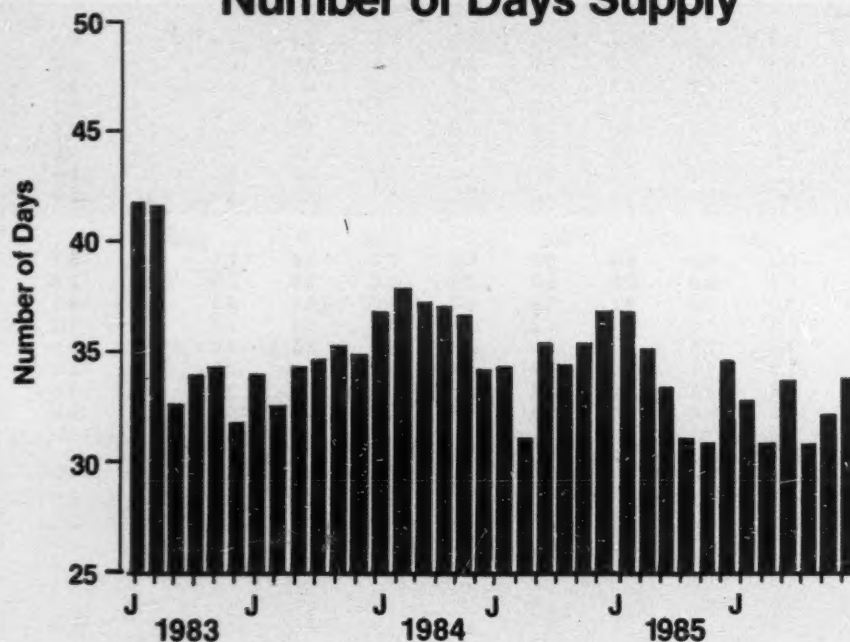
(Add 000 bbl.)

State	Leaded Motor Gasoline	Unleaded Motor Gasoline	Kerosine	Distillate Fuel Oil	Residual Fuel Oil
PAD District 1 Total	18,566	20,267	3,343	49,238	23,309
Connecticut	399	692	79	2,089	792
Delaware, D.C., Maryland	565	1,422	205	3,666	1,815
Florida	2,463	4,600	257	2,097	1,291
Georgia	1,449	1,693	65	1,464	229
Maine	378	597	88	1,666	370
Massachusetts	988	965	68	3,183	846
New Hampshire, Vermont	68	124	w	711	100
New Jersey	3,780	5,930	394	13,797	9,010
New York	2,466	2,974	680	6,788	4,721
North Carolina	1,376	1,527	357	1,821	453
Pennsylvania	2,465	3,428	667	6,094	1,648
Rhode Island	229	1,033	w	1,241	81
South Carolina	748	1,060	134	1,099	605
Virginia	1,335	2,066	248	3,340	1,239
West Virginia	177	156	21	182	109
PAD District 2 Total	17,625	19,140	1,430	28,335	3,989
Illinois	2,826	3,884	275	5,003	1,382
Indiana	1,682	2,169	220	4,589	473
Iowa	914	546	w	1,438	w
Kansas	1,425	1,129	45	1,743	98
Kentucky	650	798	49	1,337	264
Michigan	1,607	2,210	200	2,192	263
Minnesota	1,596	1,315	w	2,334	155
Missouri	706	689	w	988	w
Nebraska	409	196	0	495	0
North & South Dakota	392	413	0	1,035	w
Ohio	2,276	2,759	367	2,888	427
Oklahoma	1,094	896	108	1,703	244
Tennessee	986	1,087	22	948	243
Wisconsin	1,602	1,049	w	1,642	160
PAD District 3 Total	13,144	15,910	1,405	22,852	12,589
Alabama	762	820	38	943	241
Arkansas	118	270	w	215	22
Louisiana	2,273	3,311	701	5,035	5,016
Mississippi	1,043	1,101	12	2,099	453
New Mexico	260	181	w	229	3
Texas	6,687	10,227	647	14,331	6,834
PAD District 4 Total	2,262	1,492	34	2,514	466
Colorado	686	499	1	554	29
Idaho	179	80	0	160	0
Montana	543	351	w	632	82
Utah	434	212	1	587	228
Wyoming	420	350	w	581	127
PAD District 5 Total	8,301	10,498	147	10,903	10,182
Alaska	419	236	w	896	w
Arizona	318	341	w	294	0
California	4,601	6,894	91	6,601	7,426
Hawaii	174	277	0	327	w
Nevada	196	222	w	187	w
Oregon	881	897	w	1,058	102
Washington	1,712	1,629	w	1,540	1,348
U.S. Total	60,198	75,305	6,364	113,842	50,515

W—Withheld to avoid disclosure of individual company data.

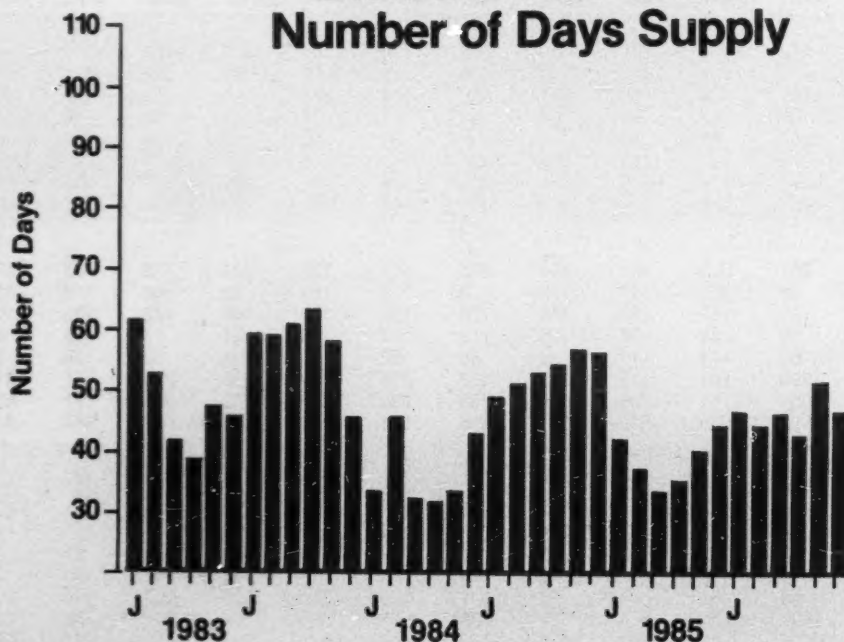
Source: Energy Information Administration, Petroleum Supply Monthly, December 1985.

Gasoline Inventories Number of Days Supply



Sources: Dept. of Energy, American Petroleum Inst. Historical Range based on highest and lowest value between 1973 and 1980

Distillate Inventories Number of Days Supply



Sources: Dept. of Energy, American Petroleum Inst. Historical Range based on highest and lowest value between 1973 and 1980

Petroleum Products Supplied

	(Millions of b/d)											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1985												
Finished Motor Gasoline	6.3	6.5	6.6	6.9	7.0	7.0	7.0	7.2	6.6	6.9	6.8	6.8
Leaded	2.3	2.5	2.4	2.6	2.6	2.5	2.5	2.5	2.3	2.4	2.3	2.2
Unleaded	4.0	4.0	4.2	4.4	4.4	4.5	4.5	4.8	4.4	4.5	4.5	4.5
Jet Fuel	1.2	1.1	1.1	1.2	1.1	1.1	1.2	1.2	1.2	1.2	1.3	1.3
Distillate Fuel Oil	3.5	3.3	3.1	2.8	2.6	2.6	2.5	2.6	2.6	2.9	2.7	3.2
Residual Fuel Oil	1.5	1.3	1.3	1.1	1.3	1.0	1.0	1.1	1.0	1.0	1.2	1.4
Other	3.7	3.7	3.2	3.3	3.4	3.8	3.8	3.8	3.7	3.8	3.4	3.8
Total	16.1	16.0	15.3	15.3	15.5	15.6	15.5	16.0	15.1	15.9	15.4	16.5
1984												
Finished Motor Gasoline	6.3	6.2	6.5	6.7	6.9	7.1	6.8	7.1	6.6	6.7	6.8	6.6
Leaded	2.7	2.6	2.8	2.8	2.9	2.9	2.8	2.8	2.6	2.6	2.6	2.4
Unleaded	3.6	3.6	3.8	3.9	4.0	4.2	4.1	4.3	4.0	4.1	4.2	4.2
Jet Fuel	1.2	1.1	1.1	1.2	1.1	1.1	1.2	1.2	1.2	1.2	1.2	1.2
Distillate Fuel Oil	3.5	2.8	3.3	2.9	2.8	2.6	2.5	2.6	2.7	2.8	2.8	2.9
Residual Fuel Oil	2.0	1.7	1.6	1.4	1.2	1.3	1.2	1.3	1.2	1.1	1.4	1.2
Other	3.8	3.5	3.5	3.4	3.5	3.6	3.7	3.9	3.6	3.8	3.5	3.5
Total	16.8	15.4	16.1	15.6	15.6	15.7	15.5	16.1	15.2	15.6	15.6	15.4
1983												
Finished Motor Gasoline	6.1	6.0	6.8	6.5	6.8	7.0	6.8	6.9	6.7	6.6	6.8	6.4
Leaded	2.7	2.7	3.2	3.0	3.1	3.2	3.0	3.1	3.0	2.9	2.9	2.8
Unleaded	3.4	3.3	3.6	3.5	3.6	3.8	3.7	3.8	3.7	3.7	3.7	4.0
Jet Fuel	1.0	1.1	1.0	1.0	1.0	1.1	1.1	1.1	1.1	1.0	1.0	1.2
Distillate Fuel Oil	2.8	2.8	2.9	2.7	2.4	2.5	2.3	2.5	2.6	2.6	2.9	3.4
Residual Fuel Oil	1.6	1.6	1.6	1.4	1.3	1.3	1.3	1.4	1.4	1.2	1.4	1.8
Other	3.3	3.4	3.2	3.1	3.2	3.4	3.6	3.6	3.6	3.5	3.7	3.7
Total	14.7	14.6	15.5	14.7	14.5	15.3	15.0	15.5	15.5	15.0	16.5	16.7

Petroleum Products Imported

	(Thousands of b/d)											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1985												
Total Motor Gasoline	252	454	547	543	568	425	503	346	353	379	483	455
Leaded	75	109	210	170	136	197	75	55	82	131	109	146
Unleaded	128	238	263	305	350	188	351	247	251	191	309	239
Blending Components	48	107	74	68	82	41	77	43	40	56	64	75
Jet Fuel	84	40	46	18	31	35	45	14	35	47	42	31
Distillate Fuel Oil	271	148	153	244	203	147	95	101	208	247	272	291
Residual Fuel Oil	504	614	486	422	505	426	431	388	537	509	623	613
Other Petroleum Products(a)	495	538	640	623	687	669	658	727	661	703	691	660
1984												
Total Motor Gasoline	281	358	453	404	465	367	330	323	426	436	378	357
Leaded	98	162	197	178	170	103	68	96	166	113	134	133
Unleaded	133	137	158	140	176	193	179	146	183	195	151	175
Blending Components	50	59	98	85	119	71	83	81	77	128	93	49
Jet Fuel	65	114	49	103	56	52	40	98	33	56	36	39
Distillate Fuel Oil	299	454	115	220	253	256	199	259	291	421	316	190
Residual Fuel Oil	1059	1151	636	651	565	685	597	572	606	461	585	627
Other Petroleum Products(a)	672	665	579	577	698	576	595	543	553	654	688	582
1983												
Total Motor Gasoline	190	199	244	300	330	319	347	296	321	367	320	284
Leaded	86	47	112	149	201	141	145	115	172	118	127	102
Unleaded	57	81	74	108	104	136	158	135	107	214	141	122
Blending Components	37	71	58	45	25	42	44	48	41	37	51	61
Jet Fuel	37	8	35	15	29	26	30	40	44	49	23	24
Distillate Fuel Oil	68	59	42	73	147	179	267	301	252	260	205	221
Residual Fuel Oil	691	647	686	753	738	677	684	739	706	638	780	648
Other Petroleum Products(a)	405	346	332	457	482	540	542	555	390	491	543	642

(a) Includes kerosene, unfinished oils, motor gasoline blending components, liquefied petroleum gas and other oils.
Source: Energy Information Administration, Weekly Status Reports.

U.S. Crude Oil Production—1984-1975

(Thousands of b/d)

	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975
PAD District 1										
Florida	39.6	53.4	70.2	95.3	117.2	129.2	130.2	127.8	121.5	114.7
New York	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.4
Pennsylvania	11.7	11.7	11.7	10.2	7.2	7.9	7.9	7.4	8.3	9.0
Virginia	**	0.2	0.1	**	**	**	**	**	**	**
West Virginia	9.7	9.9	8.9	9.5	6.4	6.6	6.5	6.9	6.9	6.8
Total	63.3	77.5	93.2	117.3	133.1	146.0	146.9	144.4	139.0	132.9
PAD District 2										
Illinois	79.1	80.0	75.9	66.0	62.0	59.7	64.0	70.2	71.8	71.4
Indiana	15.1	14.6	15.2	12.9	13.6	12.9	12.8	14.6	12.7	12.7
Kansas	207.5	196.1	193.2	180.3	164.3	156.2	155.0	157.5	160.4	161.9
Kentucky	21.3	21.6	20.2	17.9	16.2	15.1	15.7	18.0	20.4	20.7
Michigan	83.7	86.9	86.2	89.5	97.8	95.5	95.0	90.3	83.1	66.9
Nebraska	17.7	17.5	18.8	18.3	17.0	16.6	16.1	16.4	16.9	16.8
North Dakota	144.3	138.9	129.5	124.4	110.2	84.7	68.0	63.8	59.4	56.0
Ohio	41.8	41.0	39.9	37.1	35.3	32.8	30.6	28.4	27.3	26.2
Oklahoma	461.3	434.5	434.6	422.1	410.2	393.6	412.2	428.4	441.0	446.9
South Dakota	3.7	3.2	3.2	2.7	2.1	2.3	2.4	1.7	1.2	1.3
Other (a)	3.3	3.6	3.7	3.2	2.4	1.9	1.8	2.4	1.8	2.0
Total	1,078.8	1,037.9	1,020.4	974.4	931.1	871.3	873.6	891.7	896.0	882.8
PAD District 3										
Alabama	54.3	51.4	54.8	56.6	60.5	52.5	54.3	50.0	40.2	36.9
Arkansas	51.3	51.6	51.6	50.3	49.8	51.7	55.7	55.3	49.5	44.2
Louisiana	1,411.7	1,313.9	1,255.9	1,231.0	1,281.8	1,341.6	1,459.6	1,542.2	1,657.1	1,783.1
Mississippi	89.8	86.2	90.5	93.7	98.2	102.3	115.1	117.9	125.9	127.7
New Mexico	217.4	205.9	194.6	196.1	205.1	218.2	228.4	239.0	251.7	260.5
Texas	2,478.8	2,473.0	2,535.1	2,589.4	2,670.6	2,789.3	2,942.6	3,117.5	3,250.0	3,347.8
Total	4,303.4	4,182.0	4,182.5	4,217.1	4,366.0	4,555.6	4,855.7	5,121.9	5,374.4	5,600.2
PAD District 4										
Colorado	79.0	79.6	83.7	83.0	81.4	88.5	100.8	108.1	106.5	104.4
Montana	81.5	80.1	84.7	84.4	80.0	82.1	83.5	89.5	89.7	90.0
Utah	95.0	80.9	61.5	70.9	68.2	76.0	85.9	90.7	93.7	115.9
Wyoming	340.5	324.1	324.1	357.7	345.2	361.3	376.4	373.9	366.5	372.5
Total	596.0	564.7	554.0	596.0	574.8	607.9	646.6	662.2	656.4	682.8
PAD District 5										
Alaska	1,727.1	1,713.8	1,695.6	1,609.1	1,616.6	1,400.9	1,229.1	463.6	173.2	191.3
Arizona	0.6	0.6	0.9	1.0	1.1	1.3	1.1	1.2	1.4	1.7
California	1,128.8	1,108.7	1,100.2	1,054.7	975.2	965.1	951.2	957.8	890.8	882.7
Nevada	5.2	2.2	1.7	1.9	2.4	3.4	3.2	1.8	0.4	0.3
Total	2,861.7	2,825.3	2,798.4	2,666.7	2,595.3	2,370.7	2,184.6	1,424.4	1,065.8	1,076.0
Total U.S.	8,903	8,688	8,648	8,571	8,600	8,551	8,707	8,244	8,131	8,374

**Less than 100 barrels per day.

(a) Missouri and Tennessee.

Source: Independent Petroleum Assn. of America, and American Petroleum Institute Data Book, January 1986.

Domestic Supply Trend

(Add 000,000 bbl.)

Year	All products	Gasoline	Kerosine (a)	Distillate	Residual	LPG	Lubes	Other
1985 (b)	5,729	2,488	404	1,044	436	589	53	715
1984	5,756	2,449	391	1,041	501	576	57	741
1983	5,585	2,417	353	982	519	551	53	710
1982	5,568	2,386	339	977	618	443	51	754
1981	5,861	2,404	342	1,032	762	407	56	858
1980	6,932	2,536	397	1,389	1,033	414	58	1,105
1979	6,758	2,568	388	1,210	1,032	458	66	1,038
1978	6,879	2,705	377	1,253	1,103	358	63	1,020
1977	6,710	2,633	350	1,223	1,121	369	58	956
1976	6,391	2,567	351	1,147	1,025	381	58	864
1975	5,958	2,436	347	1,041	899	362	50	823
1974	6,317	2,453	386	1,124	1,030	404	59	851
1973	5,552	2,213	385	971	838	369	49	727
1972	5,364	2,131	358	927	804	383	50	731
1971	4,202	1,720	220	776	587	307	47	545
1970	3,610	1,512	132	685	559	227	43	427

(a) Kerosine includes jet fuel; (b) Preliminary.

Source: Petroleum Supply Monthly, Energy Information Administration, December 1985, published in February 1986

U.S. Estimated Petroleum Balance

(Add 000 b/d)

Products Supplied/Supply From Primary Storage (a)	Full year			4th Quarter			3rd Quarter			2nd Quarter		
	1985	1984	Chng.	1985	1984	Chng.	1985	1984	Chng.	1985	1984	Chng.
Products Supplied:												
Motor gasoline, total	6,802	6,693	1.6	6,767	6,694	1.1	7,023	6,840	2.7	6,965	6,891	1.1
Finished leaded gasoline	2,409	2,705	(10.9)	2,284	2,526	(10.4)	2,464	2,734	(9.9)	2,555	2,866	(10.9)
Finished unleaded gasoline	4,393	3,988	10.2	4,503	4,168	8.0	4,559	4,106	11.0	4,410	4,025	9.6
Naphtha-jet	213	223	(4.5)	207	215	(3.7)	217	240	(9.6)	230	237	(3.0)
Kerosine-jet	985	953	3.4	1,082	993	9.0	1,011	975	3.7	907	900	0.8
Distillate fuel oil	2,871	2,845	0.9	3,004	2,819	6.6	2,584	2,572	0.5	2,685	2,778	(3.3)
Residual fuel oil	1,196	1,369	(12.6)	1,228	1,201	2.2	1,101	1,208	(8.9)	1,090	1,321	(17.5)
All other oils	3,873	3,830	1.1	3,943	3,748	5.2	4,023	3,985	1.0	3,620	3,735	(3.1)
Reclassified	-243	-186	30.6	-269	-131	105.3	-208	-193	7.8	-239	-228	4.8
Total domestic products supplied	15,697	15,727	(0.2)	15,962	15,539	2.7	15,751	15,627	0.8	15,256	15,634	(2.4)
Exports	742	722	2.8	727	813	(10.6)	695	644	7.9	751	762	(1.4)
Total Products Supplied	16,439	16,449	(0.1)	16,689	16,352	2.1	16,446	16,271	1.1	16,009	16,396	(2.4)
Supply:												
Domestic production												
Crude oil	8,905	8,879	0.3	8,935	8,927	0.1	8,935	8,895	0.4	8,951	8,891	0.7
Natural gas liquids	1,608	1,630	(1.3)	1,601	1,658	(3.4)	1,610	1,643	(2.0)	1,608	1,616	(0.5)
Other supply	830	785	5.7	874	808	8.2	869	810	42.5	816	915	(32.7)
Total domestic supply	11,343	11,294	0.4	11,410	11,393	0.1	11,414	11,148	2.4	11,175	11,422	(2.2)
Imports:												
Crude oil, total	3,054	3,229	(5.4)	3,463	3,278	5.6	2,974	3,224	(7.8)	3,362	3,397	(1.0)
Canadian	476	341	39.6	522	384	35.9	404	303	33.3	522	361	45.0
Other	2,578	2,888	(10.7)	2,941	2,894	1.6	2,570	2,921	(12.0)	2,840	3,037	(6.5)
Products, total	1,803	2,011	(10.3)	1,891	1,942	(2.6)	1,716	1,821	(5.8)	1,882	1,976	(4.8)
Residual Fuel oil	494	681	(27.5)	507	557	(9.0)	480	522	(22.3)	407	633	(35.7)
Other	1,309	1,330	(1.6)	1,384	1,385	(0.1)	1,256	1,299	(2.2)	1,475	1,343	9.8
Total imports	4,857	5,240	(7.3)	5,354	5,220	2.6	4,690	5,045	(7.0)	5,244	5,373	(2.4)
Total supply	16,200	16,534	(2.0)	16,764	16,613	0.9	16,104	16,193	(0.5)	16,419	16,795	(2.2)

(a) Preliminary for 1985.

Source: American Petroleum Institute, Monthly Statistical Reports, 1985.

U.S. Refinery Operations (a)

(Add 000 b/d)

Refinery Operations (a)	Full year			4th Quarter			3rd Quarter			2nd Quarter		
	1985	1984	Chng.	1985	1984	Chng.	1985	1984	Chng.	1985	1984	Chng.
Input to crude oil distillation units	12,172	12,216	(0.4)	12,542	12,124	3.4	12,367	12,394	(0.2)	12,182	12,312	(1.1)
Operable capacity	15,677	16,033	(2.2)	15,693	15,875	(1.1)	15,655	16,040	(2.4)	15,605	16,067	(3.0)
Refinery utilization (%)	77.6%	76.2%	1.8	79.9%	76.4%	4.6	79.0%	77.3%	2.2	78.1%	76.5%	2.1
Crude oil runs	12,018	12,044	(0.2)	12,372	11,945	3.6	12,186	12,215	(0.2)	12,016	12,132	(1.0)

(a) Preliminary for 1985.

Source: American Petroleum Institute, Monthly Statistical Reports, 1985.

Crude and Product Inventories

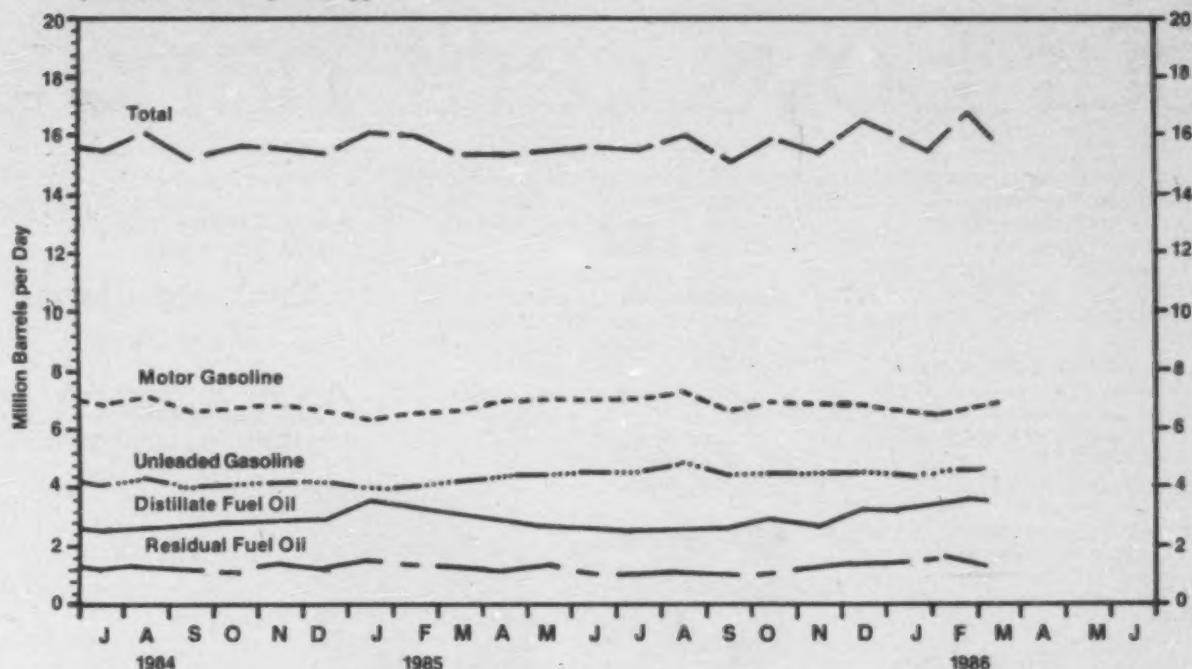
(Add 000,000 bbl.)

Stocks	4th Quarter			3rd Quarter			2nd Quarter			1st Quarter		
	1985	1984	Chng.	1985	1984	Chng.	1985	1984	Chng.	1985	1984	Chng.
Crude oil	321.9	345.4	(6.8)%	318.1	325.2	(2.8)%	342.9	352.9	(2.8)%	334.6	335.7	(0.3)%
Unfinished oils	107.8	93.5	15.3	103.4	108.4	(4.6)	115.6	110.8	4.3	107.1	115.7	(7.4)
Total motor gasoline	226.7	243.3	(6.8)	223.0	234.1	(4.7)	219.2	245.5	(10.7)	220.4	243.3	(9.4)
Finished leaded motor gasoline*	80.4	92.3	(12.9)	76.6	87.5	(12.5)	82.4	98.7	(14.8)	82.4	85.5	(3.6)
Finished unleaded motor gasoline*	110.6	112.9	(2.0)	110.1	106.6	3.3	103.3	107.5	(3.9)	102.6	104.3	(1.6)
Naphtha-Jet	6.4	6.9	(7.2)	6.4	7.0	(8.6)	6.5	6.9	(5.8)	6.5	6.7	(3.0)
Kerosine-Jet	34.4	35.1	(2.0)	35.8	38.0	(5.8)	36.5	38.1	(4.5)	34.7	33.9	2.4
Distillate fuel oil	143.5	161.1	(10.9)	117.4	142.9	(17.8)	109.7	112.8	(2.7)	99.7	109.6	(9.0)
Residual fuel oil	48.2	53.0	(9.1)	44.2	46.8	(5.8)	41.1	45.0	(9.5)	44.9	47.6	(5.7)
All other oils	129.7	167.4	(22.5)	156.9	179.3	(12.5)	164.7	176.9	(6.9)	140.7	159.7	(11.9)
Total all oils	1,018.6	1,105.7	(7.9)	1,003.2	1,081.7	(7.3)	1,038.2	1,088.8	(4.6)	988.6	1,052.2	(6.0)

*Included in total motor gasoline.

Source: American Petroleum Institute, Monthly Statistical Reports, 1985.

PETROLEUM PRODUCTS SUPPLIED (Million Barrels per Day)



Source: Energy Information Administration, weekly Petroleum Status Reports.

Role of Imports in Domestic Demand

	U.S. Imports			Domestic Demand for Refined Products			Imports as % of U.S. Demand
	Total (a) (Add 000 bbl.)	b/d Avg.	% Change	Total (Add 000 bbl.)	b/d Avg.	% Change	
1985 (b)	1,836,680	5,032	(7.4%)	5,718,455	15,667	(.04%)	32.1%
1984	1,984,505	5,437	7.6	5,739,990	15,726	3.2	34.6
1983	1,843,615	5,051	(1.2)	5,559,315	15,231	(.04)	33.2
1982	1,866,245	5,113	(14.7)	5,583,040	15,296	(4.7)	33.4
1981	2,188,540	5,996	(13.2)	5,861,170	16,058	(5.9)	37.3
1980	2,521,785	6,909	(18.3)	6,225,440	17,056	(7.9)	40.5
1979	3,086,440	8,456	1.1	6,757,245	18,513	(1.8)	45.7
1978	3,052,495	8,363	(5.0)	6,879,155	18,847	2.2	44.0
1977	3,214,555	8,807	20.1	6,727,315	18,431	5.3	47.8
1976	2,676,411	7,313	20.8	6,390,750	17,461	7.2	41.9
1975	2,210,335	6,056	(0.9)	5,957,515	16,322	(2.0)	37.1
1974	2,230,947	6,112	(2.3)	6,078,239	16,653	(3.8)	36.7
1973	2,283,493	6,256	32.0	6,317,303	17,308	5.7	36.1
1972	1,735,314	4,741	20.8	5,990,316	16,367	7.6	29.0
1971	1,432,880	3,926	14.8	5,552,560	15,212	3.5	25.8
1970	1,248,062	3,419	8.0	5,364,473	14,697	4.0	23.3
1965	900,772	2,468	9.3	4,202,039	11,512	4.4	21.4
1960	664,111	1,815	2.0	3,585,820	9,797	2.8	18.5
1955	455,564	1,248	18.6	3,089,348	8,464	9.0	14.7
1950	310,261	850	31.8	2,392,974	6,556	13.0	13.0

(a) Crude oil and products but not crude for Strategic Petroleum Reserve; (b) Preliminary. Special note: Data for 1977 through 1985 are restated to reflect EIA information rather than other sources used in 1984.

Source: American Petroleum Institute, Basic Petroleum Data Book for 1950 through 1976; Energy Information Administration, Monthly Energy Review for 1977 through 1985.

Petroleum Product Consumption—1984

(Add 000 bbl.)

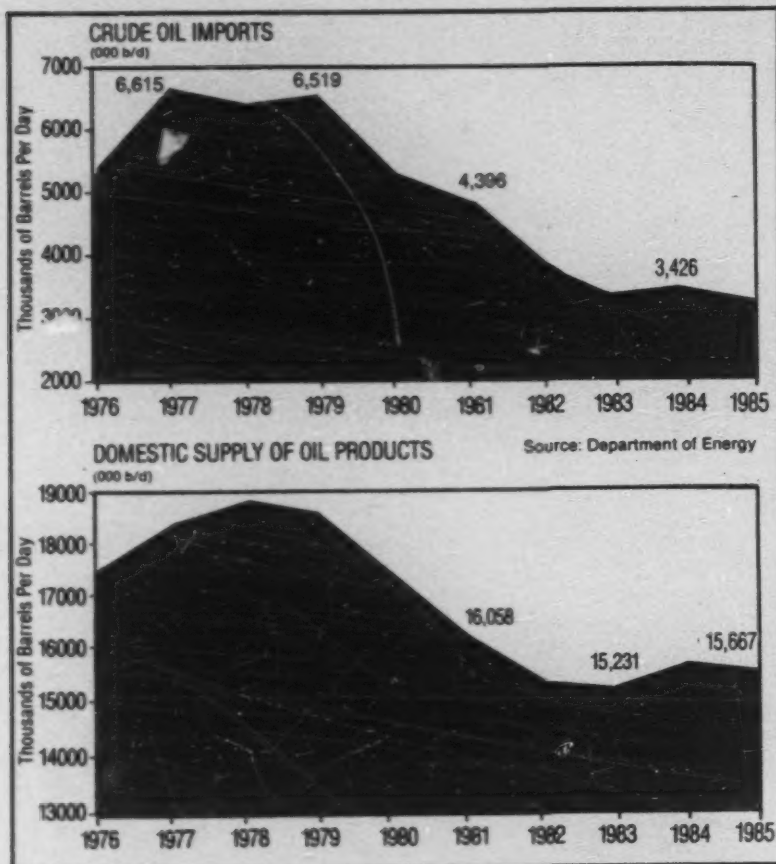
	Motor Gasoline	Aviation Fuels	Middle Distillates(a)	Residual Fuel	Asphalt Road Oil	Propane	All Other(b)	Total Products
Alabama	41,155	2,985	15,541	2,186	4,121	3,583	10,679	80,250
Alaska	8,775	13,422	11,424	714	498	144	5,369	40,346
Arizona	33,496	4,097	7,639	238	2,825	286	7,457	56,038
Arkansas	26,952	598	12,688	641	861	3,297	6,913	51,950
California	274,876	52,834	83,889	59,067	17,350	10,413	76,507	574,936
Colorado	37,240	8,137	11,870	138	3,512	2,517	9,734	73,148
Connecticut	31,529	980	15,734	32,209	1,062	1,072	12,677	95,283
Delaware	6,894	94	8,979	3,692	270	562	3,144	23,625
Dist. of Columbia	3,677	96	3,304	(c)	23	—	1,090	8,190
Florida	118,880	18,848	30,780	40,391	7,903	7,899	34,455	258,926
Georgia	67,093	14,291	20,175	3,424	6,410	5,118	17,884	134,395
Hawaii	8,121	10,415	2,834	11,959	233	288	5,196	39,046
Idaho	9,796	319	5,168	333	539	532	2,561	19,248
Illinois	99,327	2,164	28,434	1,361	6,511	7,525	22,306	167,626
Indiana	57,001	14,644	28,413	2,330	6,821	5,022	17,534	131,765
Iowa	33,839	564	18,644	357	2,093	7,396	9,347	70,240
Kansas	51,193	2,723	28,793	756	2,192	33,965	18,357	137,949
Kentucky	37,996	2,942	18,098	410	2,467	4,435	10,184	76,530
Louisiana	51,243	10,549	33,699	27,177	2,296	11,206	20,901	157,071
Maine	12,970	416	9,651	10,766	1,266	562	5,469	41,100
Maryland	42,518	2,250	17,379	8,911	5,702	1,611	12,030	90,401
Massachusetts	51,951	6,563	34,911	42,990	1,248	1,224	21,319	180,206
Michigan	94,150	4,310	24,143	1,672	3,172	8,397	20,851	156,695
Minnesota	57,301	7,140	24,708	1,393	5,308	5,523	15,560	116,933
Mississippi	29,744	1,239	15,381	4,953	4,048	6,435	9,486	71,286
Missouri	55,580	5,398	17,140	352	4,502	4,896	13,484	101,332
Montana	12,027	627	7,400	633	1,382	1,187	3,570	26,828
Nebraska	17,400	648	11,382	236	718	3,533	5,206	39,125
Nevada	10,888	3,591	5,355	54	853	522	3,264	24,527
New Hampshire	5,556	281	6,176	4,088	1,100	775	2,756	20,714
New Jersey	103,564	40,267	78,591	41,172	7,095	2,653	41,957	315,299
New Mexico	19,146	1,067	8,639	487	2,161	5,338	5,654	42,492
New York	109,968	2,373	66,171	64,482	6,124	4,984	39,003	293,105
North Carolina	70,446	3,781	27,063	6,173	4,377	6,246	18,126	136,212
North Dakota	10,118	211	8,431	853	1,132	2,991	3,643	27,379
Ohio	107,067	6,179	38,667	2,361	7,622	4,772	25,617	182,505
Oklahoma	43,398	4,501	18,705	1,621	3,516	9,115	12,411	93,268
Oregon	30,936	1,854	16,411	3,257	2,863	1,149	8,668	65,138
Pennsylvania	108,545	9,987	54,809	22,520	4,617	4,896	31,493	236,667
Rhode Island	10,533	388	8,563	1,749	1,519	205	3,523	26,478
South Carolina	35,370	542	11,309	2,939	1,412	3,168	8,402	63,142
South Dakota	9,075	208	5,777	64	915	1,516	2,695	20,250
Tennessee	62,457	3,392	26,944	610	4,339	2,006	15,311	115,059
Texas	248,828	57,790	131,562	50,825	12,197	75,357	88,499	665,058
Utah	16,757	2,493	6,603	749	1,524	965	4,465	33,556
Vermont	2,646	154	1,831	234	257	785	904	8,791
Virginia	58,435	7,334	26,425	9,647	4,158	2,276	16,820	124,895
Washington	46,305	13,100	24,277	9,011	2,986	2,019	14,996	112,694
West Virginia	14,422	203	6,912	1,433	543	580	3,695	27,768
Wisconsin	47,582	1,400	19,326	143	1,723	5,580	11,626	87,384
Wyoming	7,140	179	9,109	343	1,390	3,295	3,293	24,749
TOTAL U.S.	2,551,906	350,556	1,153,630	484,086	169,956	279,551	765,893	5,755,575

(a) Includes kerosene.

(b) Includes naphtha, lubricants, waxes, petroleum coke and still gas.

(c) Included with Maryland data.

Source: The Oil & Gas Producing Industry in Your State, 1985, published by Independent Petroleum Assn. of America; Energy Information Administration and The Asphalt Institute.



Unleaded Gasoline: The Growth by Years (Add 000 b/d)

	Total Gasoline Consumption	Unleaded Gasoline Consumption	Unleaded Percent of total
1985 January	6,336	4,026	63.5
February	6,521	4,048	62.1
March	6,629	4,189	63.2
April	6,931	4,377	63.1
May	7,036	4,422	62.8
June	6,975	4,456	63.9
July	6,997	4,536	65.7
August	7,236	4,753	65.9
September	6,639	4,374	64.9
October	6,914	4,488	66.1
November	6,790	4,490	66.1
December	6,752	4,548	67.4
Average	6,815	4,395	64.5
1984 Avg.	6,693	3,987	59.6
1983 Avg.	6,522	3,647	55.1
1982 Avg.	6,539	3,409	52.1
1981 Avg.	6,588	3,264	49.5
1980 Avg.	6,579	3,067	46.6
1979 Avg.	7,034	2,798	39.8
1978 Avg.	7,412	2,521	34.0
1977 Avg. (a)	7,177	1,976	27.5
1976 Avg.	6,978	—	—
1975 Avg.	6,675	—	—
1974 Avg.	6,537	—	—
1973 Avg.	6,574	—	—

(a) Unleaded was mandated in July, 1977 for all new model cars.

Source: Energy Information Administration, Petroleum Supply, Monthly, December 1985, published February 1986.

Supply and Demand, Principal Products (Add 000 bbl.)

	Motor Gasoline	Aviation Gasoline	Distillate Fuel Oil	Residual Fuel Oil	Jet Fuel (a)	Lubricants	Asphalt
Domestic Supply							
1985 (b)	2,467,562	9,254	1,043,645	435,946	436,171	52,644	153,364
1984	2,449,461	8,592	1,041,218	501,199	430,226	56,972	149,502
Production							
1985 (b)	2,337,611	8,088	977,979	318,465	425,728	53,041	145,431
1984	2,361,909	9,107	980,277	328,199	414,324	58,253	141,339
Imports							
1985 (b)	137,817	6	72,453	186,998	13,583	4,046	12,071
1984	109,268	20	99,439	249,211	22,571	4,698	6,713

(a) Includes Naphtha and kerosene based fuels; (b) Preliminary.

U.S. Oil Imports (a) (Add 000 b/d)

Year	Crude Oil	Other Products	Residual Fuel Oil	Total Imports	% of Total U.S. Supply
1985 (b) ..	3,218	1,317	512	5,045	32.1%
1984	3,426	1,330	681	5,437	34.6
1983	3,096	1,023	699	4,818	31.6

(a) Does not include Strategic Petroleum Reserve; (b) Preliminary.
Source: Department of Energy, Monthly Energy Review and IPAA.

Origins of U.S. Oil Imports

	OPEC Sources		Arab OPEC		Hemispheres	
	Thous. b/d	% of total imports	Thous. b/d	% of total imports	Western Thous.	Eastern b/d
1985	1,775	35.6	435	8.7	2,855	2,130
1984	2,049	37.7	819	15.1	2,703	2,734
1983	1,832	36.9	625	12.5	2,702	2,349

Source: Independent Petroleum Assn. of America, preliminary report.

	Total Well Completions			Proved Reserves				Supply (Add 000 b/d)	
Year	Total (a)	Dry	% Dry	Crude Oil (b)	Crude Production/Reserve Ratio	Natural Gas (c)	Natural Gas Production/Reserve Ratio	Domestic Crude & Natl. Gas Lqds.	Crude & Product Imports
1985 (d) ...	78,000	22,800	30.0	NA	NA	NA	NA	10,533	5,045
1984	85,773	25,456	29.7	28,446	9.4	197.5	11.5	10,505	5,437
1983	78,016	23,672	31.4	27,735	9.2	200.3	12.7	10,247	5,051

(a) Includes oil, gas, and dry completions, but not service wells; (b) Millions of bbl.; (c) Trillions of cubic feet; (d) Preliminary.
Source: Independent Petroleum Assn. of America and Energy Information Administration.

IPAA Forecast: The Outlook Brightens for '86

(000 bbl annual closing stock)

	1st Q	2nd Q	3rd Q	4th Q	Est. 1986	1985
DEMAND						
Domestic Product Demand:						
Motor Gasoline	6,868	7,185	7,215	7,125	7,050	6,815
Aviation Fuels	1,316	1,275	1,310	1,321	1,306	1,220
Middle Distillates	2,530	2,827	2,731	3,148	3,057	2,984
Residual Fuel Oil	1,370	1,199	1,145	1,289	1,250	1,194
Liquefied Gases	1,765	1,409	1,475	1,714	1,590	1,614
Other Products	1,612	2,026	2,171	1,837	1,913	1,869
Total	16,264	15,921	16,047	16,434	16,166	15,696
Exports	804	725	689	741	737	780
TOTAL DEMAND	17,068	16,646	16,736	17,175	16,903	16,476
SUPPLY						
Domestic Production:						
Crude Oil	8,936	8,770	8,695	8,600	8,748	8,920
Natural Gas Liquids	1,665	1,599	1,582	1,569	1,511	1,621
Total Production	10,601	10,369	10,277	10,169	10,260	10,541
Imports:						
Motor Gasoline	380	476	476	421	438	462
Aviation Fuels	54	54	50	59	56	37
Middle Distillates	236	211	213	315	244	260
Residual Fuel Oil	563	498	498	573	533	512
Liquefied Gases	264	165	175	223	208	187
Other Products	390	481	485	443	449	455
TOTAL PRODUCTS	1,837	1,865	1,903	2,040	1,928	1,929
Crude Oil Imports	3,195	3,587	3,632	3,828	3,557	3,098
TOTAL IMPORTS	5,082	5,452	5,535	5,869	5,485	4,927
Other Supply	974	980	963	1,222	1,034	784
TOTAL SUPPLY	16,657	16,801	16,775	17,260	16,779	16,252
DEFICITARY SHORTAGE	12,483	12,928	13,012	13,237	12,918	12,438
INVENTORIES						
Closing Stocks (000,000 bbl.):						
Motor Gasoline	225.0	218.5	217.8	220.2	220.2	223.4
Aviation Fuels	46.9	44.6	44.8	43.8	43.8	42.6
Middle Distillates	101.8	111.3	124.7	144.6	144.6	151.8
Residual Fuel Oil	39.8	40.8	41.6	45.2	45.2	50.7
Liquefied Gases	69.4	83.1	90.8	80.6	80.6	72.7
Other Products	53.9	53.1	47.3	46.7	46.7	48.7
TOTAL PRODUCTS	536.8	551.4	567.0	581.1	581.1	589.8
Unfinished Oils	103.7	108.3	103.6	102.3	102.3	106.2
Natural Gas Liquids	7.3	7.7	7.8	7.8	7.8	8.2
Crude Oil	338.3	332.8	325.2	323.1	323.1	318.7
TOTAL STOCKS	986.1	1,000.2	1,003.8	1,014.3	1,014.3	1,023.1
Crude Oil to 12/31/85	12,483	12,928	13,012	13,237	12,918	12,438

Source: Independent Petroleum Assn. of America Supply and Demand Committee, April 29, 1986.

Independent Petroleum Assn. of America, in a revised forecast by its Supply & Demand Committee, says domestic petroleum demand should average 16.2 million b/d in 1986, up 3% from 1985's 15.7 million b/d. In its earlier projection made last fall, IPAA had anticipated a flat year for oil.

The new forecast says gasoline demand should be 3.4% higher in 1986 than 1985

while middle distillate increases 2.4% mainly from growth gains in the transportation sector. The long-running decline in residual fuel oil is expected to reverse itself and experience a 4.7% gain in 1986. This will come mostly from the lower prices in the industrial and power-generating sectors.

U.S. crude oil production is expected to decline this year, ending a four-year up-

ward trend. The projected level for this year is down 170,000 b/d from 1985. Total imports (crude and product) are expected to increase 11% this year to an average of 5.5 million b/d. Gasoline and distillate imports will be up, but not that much to make a big difference. Refinery throughput should run around 12.9 million b/d, an increase of about 500,000 b/d over 1985.

U.S. Supply/Demand Projections—1986

Undaunted by the volatility of the marketplaces in the wake of the collapse of the international crude oil markets last winter, Conoco, Inc. sallied forth in mid-April with a three-scenario forecast on what might be ahead for the U.S. petroleum industry.

One point was paramount: Americans face an unpredictable energy future plagued by tight supplies and sharp price swings. Said president Constantin S. Nicandros: "The question is not if, but when, the next period of [supply] tightness will occur."

Here are the scenarios that Conoco projected:

Production Management Emerges.

- Oil exporting countries would limit production to increase near-term revenues and avoid price wars.
- Near-term crude prices settle in the high teens to low twenties.
- Crude oil prices reach \$30-\$35 bbl. in real terms by 1999.

Free World demand grows about 1% a year to 52 million b/d by the turn of the century, up 7 million b/d from today's level.

• Non-OPEC supply peaks in the late-1980s. Price leverage returns to Saudi Arabia and other Persian Gulf producers.

• Upward price pressure is evident in the early-1990s, with a potential for sharp run-ups in the late-1990s.

• Streamlining, cost-cutting and project upgrading continue in the energy companies.

Capacity Restrained

Physical and political developments eliminate excess crude oil productive capacity.

Crude oil and related energy prices escalate sharply in the near-term to \$30-\$25 bbl.

Producer cash flows improve if governments refrain from taxing gains but industrialized countries suffer from the price rise and supply constraint.

Crude prices could climb as high as \$40 bbl. in the near-term if demand exceeded supply.

The possibility should not be overlooked that happenings could dramatically alter the parameters shaping today's world.

Severe Oscillation

In this concept, crude oil prices might drop to \$5-\$8 bbl.

• Some 5 million b/d of production would be lost, some permanently.

• Exploration and development activity virtually stops.

• Free World demand shoots upward by 3 million to 5 million b/d as residual fuel recaptures markets lost to coal and possibly natural gas; light oil products grow with robust economic activity.

• U.S. natural gas deliverability plummets and demand strengthens.

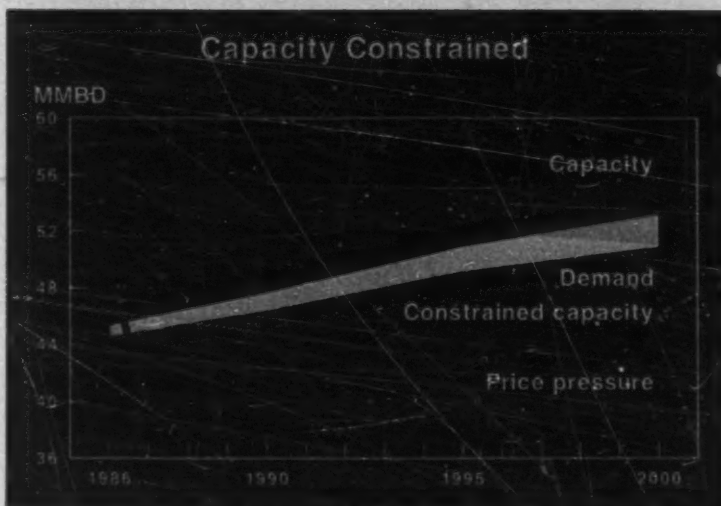
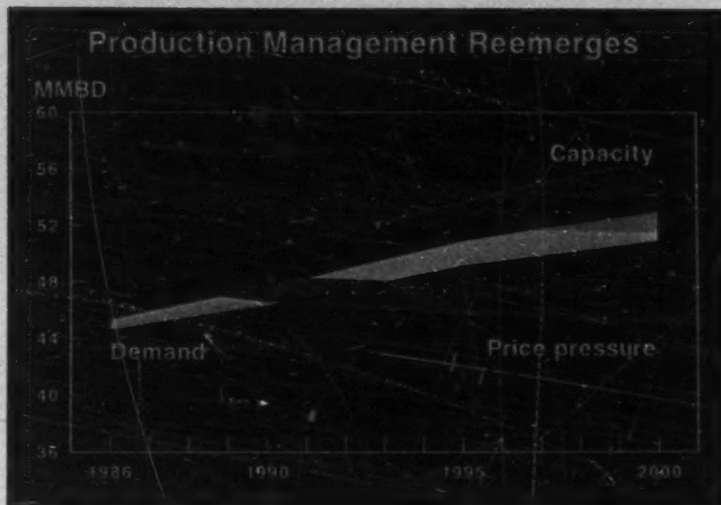
• If prolonged, prices could rebound sharply in the late 1980s as demand exceeds supply capacity; prices reach \$35 bbl. or more.

• Over-reaction causes another correction and prices fall back to around \$10 bbl.

• Lacking political intervention, a series of sharp price swings occurs.

• Consumers and government struggle with sharp price swings.

• Intolerable stress causes some sort of "event" that superimposes a political situation which could accelerate and exaggerate a world price rebound.



Gasoline is Oil's Prime Product

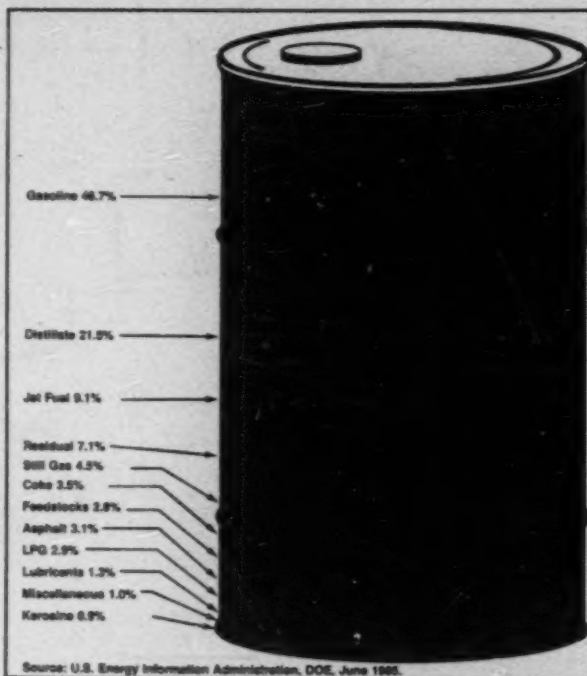
Distilled in hundreds of refineries, crude oil is made into a variety of products, of which gasoline is by far the most important. On the average, gasoline accounts for 46.7% of the crude oil barrel. Some sophisticated refineries, however, can easily exceed that average and produce even greater volumes of gasoline.

Here are the average yields for a 42-gal. bbl. in 1984:

Product	Gallons	Product	Gallons
Gasoline	19.7	Feedstocks	1.2
Distillate	9.0	Asphalt	1.3
Jet Fuel	3.8	LP-Gas	1.2
Residual	3.0	Lubricants	0.6
Still Gas	1.9	Kerosine	0.4
Coke	1.5	Miscellaneous	0.5

(These yields total 44.1 gal. mostly as a result of hydrogen processing gains. Similarly, in the chart at the right, the percentages include 4.4% processing gains.)

Legend has it that the 42-gal. bbl. dates back to the 15th century when King Edward IV of Norway standardized the herring barrel at 42 gal. Subsequently this became a standard for whiskey barrels in the U.S. The oil barrel was modeled after that in 1866 for all U.S. shipments. Canada uses an imperial gallon, making its barrel somewhat larger than the U.S. variety, while most countries overseas use the metric system for weights and measures.



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PAD Districts

PAD 1: Connecticut, Delaware, District of Columbia, Florida, Georgia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Vermont, Virginia, and West Virginia; **PAD 2:** Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, Oklahoma,

South Dakota, Tennessee, and Wisconsin; **PAD 3:** Alabama, Arkansas, Louisiana, Mississippi, New Mexico, and Texas; **PAD 4:** Colorado, Idaho, Montana, Utah, and Wyoming; **PAD 5:** Alaska, Arizona, California, Hawaii, Nevada, Oregon, and Washington.

Source: Energy Data Reports, Department of Energy.

BUREAU OF MINES REFINING DISTRICTS



Shell Storage Capacity at Refineries and Blending Plants^(a)

(Add 000 bbl.)

	Gasoline			Fuel Oil		Asphalt and Road Oil	Total Products(b)	Crude Oil	Total Crude Oil and Products
	Finished Leaded	Finished Unleaded	Blending Components	Middle Distillates	Residual				
PAD District 1									
Delaware, Maryland	156	774	2,050	3,139	131	835	8,867	3,182	12,979
Florida, Georgia, Virginia	344	443	582	1,045	473	406	3,390	2,647	6,824
New Jersey	2,280	2,960	4,930	10,540	3,898	1,013	33,032	10,035	48,307
New York	313	219	62	573	1,551	221	3,698	694	4,924
North Carolina	107	24	56	52	0	0	111	0	242
Pennsylvania	2,222	3,485	2,580	5,098	3,008	1,178	25,106	11,623	42,436
West Virginia	87	56	0	122	63	0	466	278	887
Total	5,509	7,961	10,270	20,569	9,124	3,653	88,140	28,459	136,599
PAD District 2									
Illinois	3,997	4,388	6,054	7,828	1,754	2,106	34,675	8,387	51,447
Indiana	1,997	2,401	3,702	6,153	2,747	2,448	24,207	3,694	32,299
Kansas	2,927	2,217	1,441	3,859	621	1,022	14,691	3,070	22,910
Kentucky, Tennessee	797	916	498	1,389	621	1,293	7,281	2,066	11,060
Michigan	531	556	561	1,894	742	889	7,975	1,221	10,283
Minnesota, Wisconsin	1,489	955	675	2,932	913	2,756	8,522	3,252	14,218
Missouri, Nebraska	291	260	0	28	0	0	45	0	596
North Dakota	428	333	961	1,058	85	0	2,362	482	3,605
Ohio	1,505	1,980	2,515	2,526	530	965	14,298	2,851	20,634
Oklahoma	2,899	2,567	3,247	5,495	750	1,307	19,214	4,775	29,460
Total	16,861	16,578	19,654	33,162	8,763	12,786	166,714	29,796	196,512
PAD District 3									
Alabama	315	378	680	731	1,024	610	4,010	2,657	7,360
Arkansas	116	166	148	704	100	692	1,811	1,532	3,625
Louisiana	3,815	5,734	11,853	17,600	9,015	1,607	75,916	26,222	111,687
Mississippi	763	1,425	1,933	3,291	631	1,233	8,963	4,304	15,456
New Mexico	269	194	722	661	141	447	3,144	986	4,583
Texas	12,260	14,183	24,570	24,799	15,230	2,797	177,300	57,991	262,364
Total	17,538	22,716	39,906	47,786	26,231	7,386	311,382	93,692	405,084
PAD District 4									
Colorado	488	227	613	426	755	466	3,193	462	4,370
Montana	818	458	1,835	1,457	269	1,395	6,849	1,737	9,862
Utah	809	446	1,230	1,350	505	234	4,502	1,549	7,306
Wyoming	1,331	764	1,597	1,781	634	2,525	8,314	1,560	11,969
Total	3,446	1,895	5,275	5,014	2,183	4,679	28,199	5,308	33,507
PAD District 5									
Alaska	177	101	591	768	1,172	59	3,218	1,151	4,647
California	6,042	8,435	14,816	9,367	15,006	3,595	75,432	38,016	127,925
Washington	1,498	1,423	2,508	2,261	1,446	424	10,560	8,448	21,929
Other states(c)	173	93	223	242	695	509	2,167	2,588	5,041
Total	7,890	10,052	18,138	12,638	18,319	4,677	108,339	50,203	150,642
U.S. Total	51,244	58,196	93,243	119,169	64,620	33,121	703,784	207,460	911,244(d)

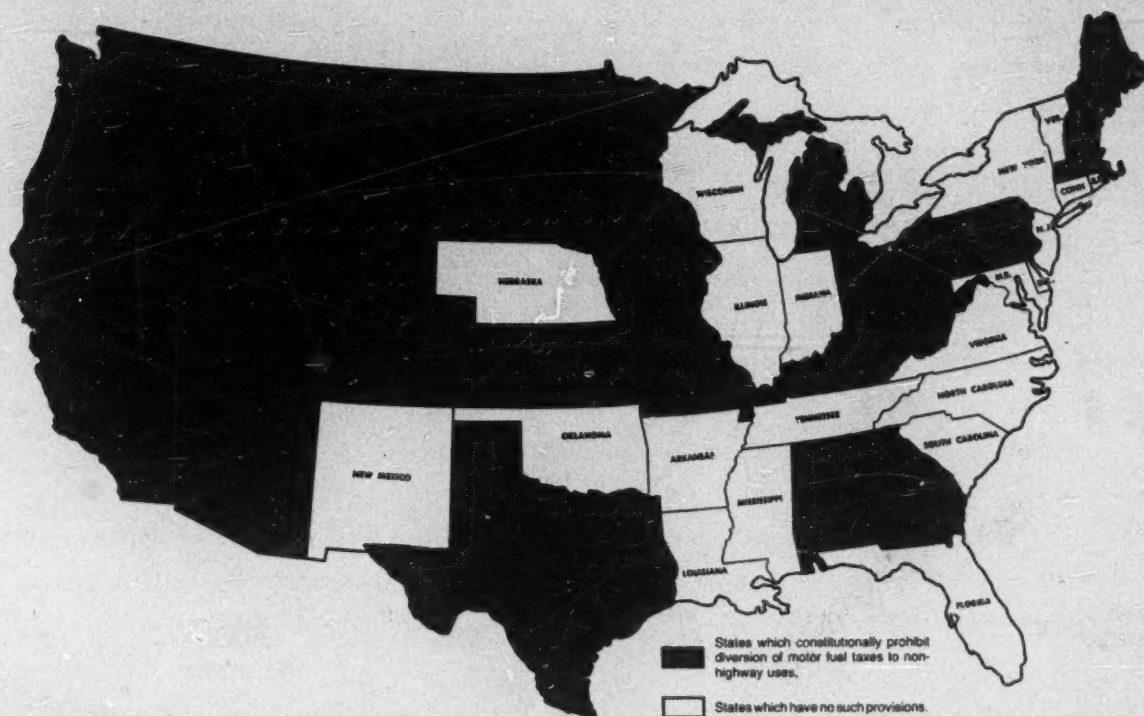
(a) Shell storage capacity: the design capacity of the tank; (b) Other products included in product total are lubricating oils, propane/propylene, butane/butylene, jet fuels, ethane/ethylene, isobutane, pentanes plus other hydrocarbons, hydrogen, alcohol, unfinished oils, finished aviation gasoline, special naphthas, wax, petroleum coals and gas; (c) other states are Hawaii, Nevada and Oregon; (d) U.S. total includes 54,563,000 bbl. capacity at shutdown refineries.

Working Storage Capacity at Refineries and Blending Plants^(a)

(Add 000 bbl.)

	Gasoline			Fuel Oil		Asphalt and Road Oil	Total Products(b)	Crude Oil	Total Crude Oil and Products
	Finished Leaded	Finished Unleaded	Blending Components	Middle Distillates	Residual				
PAD District 1									
Delaware, Maryland	132	685	1,705	2,623	119	722	7,454	2,714	10,985
Florida, Georgia, Virginia	294	378	483	905	396	383	2,937	2,285	5,894
New Jersey	1,945	2,455	4,168	9,598	3,447	914	29,413	8,564	42,377
New York	297	208	60	539	1,454	188	3,469	595	4,569
North Carolina	96	22	55	47	0	0	105	0	223
Pennsylvania	1,987	3,097	2,281	4,703	2,712	1,020	22,875	9,934	37,893
West Virginia	68	47	0	95	43	0	399	217	731
Total	4,819	6,892	8,752	18,510	8,171	3,227	78,363	24,309	102,672
PAD District 2									
Illinois	3,381	7,042	5,205	7,201	1,841	1,971	31,368	7,131	45,541
Indiana	1,803	2,106	3,248	5,536	2,514	2,265	21,644	3,179	28,732
Kansas	2,733	2,059	1,276	3,615	563	962	13,680	2,815	21,267
Kentucky, Tennessee	753	861	468	1,299	584	1,215	6,818	1,931	10,363
Michigan	495	523	517	1,794	701	851	7,326	1,148	9,492
Minnesota, Wisconsin	1,383	870	634	2,797	853	2,571	8,001	2,917	13,181
Missouri, Nebraska	285	259	0	26	0	0	41	0	585
North Dakota	357	265	576	769	73	0	1,624	408	2,654
Ohio	1,341	1,745	2,246	2,340	497	910	13,117	2,555	18,758
Oklahoma	2,683	2,375	3,080	5,150	704	1,218	17,898	4,167	27,123
Total	15,214	14,724	17,250	30,527	8,130	11,963	151,445	26,251	177,696
PAD District 3									
Alabama	260	326	585	612	864	481	3,373	2,289	6,248
Arkansas	104	149	138	652	90	624	1,656	1,376	3,285
Louisiana	3,172	4,585	9,452	15,694	8,196	1,359	66,186	21,292	95,215
Mississippi	696	1,268	1,820	3,051	576	1,134	8,272	3,870	14,106
New Mexico	220	157	648	588	126	426	2,843	864	4,084
Texas	10,812	13,019	21,176	22,254	13,137	2,522	155,831	49,252	228,914
Total	15,264	19,484	33,812	42,861	22,989	6,546	272,909	78,943	361,852
PAD District 4									
Colorado	452	205	585	405	738	450	3,003	401	4,061
Montana	746	412	1,670	1,334	249	1,280	6,237	1,545	8,940
Utah	711	391	1,076	1,186	451	211	3,955	1,342	6,399
Wyoming	1,174	678	1,403	1,661	592	2,314	7,563	1,458	10,873
Total	3,083	1,686	4,714	4,586	2,030	4,255	25,527	4,746	30,273
PAD District 5									
Alaska	165	96	561	734	1,124	57	3,075	1,085	4,421
California	5,287	7,262	12,963	8,305	13,652	3,223	66,551	32,429	111,529
Washington	1,370	1,255	2,219	2,061	1,330	401	9,466	7,396	19,487
Other states(c)	161	87	208	227	671	570	2,076	2,536	4,860
Total	6,983	8,700	15,951	11,327	16,777	4,251	96,851	43,446	140,297
U.S. Total	46,363	51,486	80,486	107,801	58,097	30,242	625,095	177,895	802,790(d)

(a) Working storage capacity: the difference in volume between the maximum safe fill capacity and tank bottoms, as of Jan. 1, 1985; (b) other products included in the product total are lubricating oils, propane/propylene, butane/butylene, jet fuels, ethane/ethylene, isobutane, pentanes plus other hydrocarbons, hydrogen, alcohol, unfinished crude oil, finished aviation gasoline, special naphthas, wax, petroleum coke and gas; (c) other states are Hawaii, Nevada and Oregon; (d) U.S. total includes 54,563,000 bbl. capacity at shutdown refineries.
Source: Energy Information Administration, Petroleum Supply Annual, Vol. 1, published June 1985.



State Tax Collections

State	Gasoline tax rates per gal. in 1985	Total state motor fuel tax revenues (Add 000)		% Change
		1985	1984	
Alabama.....	13c	\$321,916	\$282,016	14.1%
Alaska.....	8	25,470	27,248	-6.5
Arizona.....	13	234,408	212,312	10.4
Arkansas.....	13.5	174,830	141,600	23.5
California.....	9	1,152,451	1,120,525	2.8
Colorado.....	12	195,865	195,572	0.1
Connecticut.....	16	232,440	201,115	15.5
Delaware.....	11	41,050	39,121	4.9
Dist. of Columbia.....	15.5	31,199	26,860	16.1
Florida.....	9.7	565,413	545,817	4.3
Georgia.....	7.5	289,300	278,758	3.8
Hawaii.....	11	30,429	28,855	5.5
Idaho.....	14.5	72,280	76,058	-5.0
Illinois.....	13	740,407	663,178	11.6
Indiana.....	14	424,763	338,686	25.4
Iowa.....	15	218,690	192,763	13.5
Kansas.....	11	146,435	143,142	2.3
Kentucky.....	10	186,810	197,404	-4.4
Louisiana.....	16	375,266	290,782	29.0
Maine.....	14	88,524	86,063	2.8
Maryland.....	13.5	311,411	303,458	2.6
Massachusetts.....	11	286,334	281,609	1.7
Michigan.....	15	613,343	586,564	4.6
Minnesota.....	17	393,385	345,929	13.7
Mississippi.....	9	143,691	136,884	5.0
Missouri.....	7	207,316	201,833	2.7
Montana.....	15	81,305	82,357	-1.3
Nebraska.....	17.4	140,627	123,406	13.6
Nevada.....	13	70,448	68,768	2.4
New Hampshire.....	14	72,258	68,577	5.4
New Jersey.....	8	298,614	310,293	-3.8
New Mexico.....	11	98,656	100,357	-1.7
New York.....	8	471,020	411,629	14.4
North Carolina.....	12	427,496	421,466	1.4
North Dakota.....	13	58,881	54,653	7.7
Ohio.....	12	620,054	621,540	-0.2
Oklahoma.....	10	200,250	172,142	16.3
Oregon.....	10	123,330	113,544	8.6
Pennsylvania.....	12	923,317	898,065	2.8
Rhode Island.....	13	52,000	50,010	4.0
South Carolina.....	13	251,331	246,674	1.9
South Dakota.....	13	56,900	55,502	2.5
Tennessee.....	13	355,590	293,660	21.0
Texas.....	10	993,200	668,727	48.5
Utah.....	14	108,728	95,397	14.0

State	Gasoline tax rates per gal. in 1985	Total state motor fuel tax revenues (Add 000)		% Change
		1985	1984	
Vermont.....	13	35,710	37,735	-5.4
Virginia.....	11	424,723	412,215	3.0
Washington.....	18	372,600	350,429	13.5
West Virginia.....	10.5	146,225	156,959	-6.8
Wisconsin.....	16.5	369,962	355,830	4.0
Wyoming.....	8	27,169	35,655	-23.8
Total.....		\$14,287,822	\$13,149,742	8.7%

Note: Gasoline taxes are for gasoline only; 1985 data are estimates.

Source: Federal Highway Administration, Table SS84-2, October 1985.

Federal (Add 000)

Year	Gasoline(a)	Diesel and special fuels(a)	Lube oil(b)	Total
1985(c).....	\$7,587,622	\$2,224,247	(\$9,747)	\$9,802,122
1984.....	7,698,941	1,470,064	(10,155)	9,158,850
1983.....	6,091,841	957,988	8,847	7,058,676
1982.....	4,120,013	594,063	76,181	4,790,277
1981.....	3,801,795	570,477	74,695	4,446,967
1980.....	4,019,481	518,352	78,835	4,616,668
1979.....	4,282,919	508,595	82,335	4,873,849
1978.....	4,381,950	488,064	79,047	4,949,061
1977.....	4,229,721	452,631	78,630	4,761,182
1976.....	4,140,924	408,560	70,135	4,619,619
1975.....	3,884,483	362,675	66,124	4,313,282
1974.....	3,854,505	373,302	78,155	4,305,962
1973.....	3,958,682	358,120	86,266	4,403,068
1972.....	3,736,545	321,551	85,841	4,143,937
1971.....	3,513,927	275,159	67,130	3,856,216
1970.....	3,408,505	264,815	65,862	3,739,182

(a) Taxes went up from 4¢ gal. to 9¢ gal. on April 1, 1984. Totals exclude mass transit account taxes which went into effect April 1, 1983. Mass transit account taxes amounted to \$519.6 million in 1983, and \$1.2 billion in 1984.

(b) Lube oil tax of 4¢ gal. was discontinued in 1983 and 1984 deficit represents paybacks.

(c) Figures for 1985 are fiscal year gross collections that went to the Highway Trust Fund, since net IRS calendar year information was not available. All other figures represent calendar year net collections after refunds and include the taxes the federal government pays on its own purchases.

Source: U.S. Department of Transportation, Federal Highway Administration.

Outlook for Tires and Batteries at Stations

Year	Replacement passenger tire shipments			Replacement automotive-type battery shipments		
	Total (in millions)	Station sales (a) (in millions)	Average per station (a)	Total (in millions)	Station sales (a) (in millions)	Average per station (a)
1985	142	28.4	228	58.7	17.6	141
1984	145	29.0	220	59.3	17.8	135
1983	134	26.8	196	56.1	16.8	123
1982	132	26.4	182	54.2	16.3	113
1981	126	25.2	166	53.6	16.1	106
1980	107	21.4	135	50.0	15.0	95
1979	122	24.4	148	53.7	16.1	102
1977	130	26.0	148	54.6	16.4	95
1975	125	23.7	125	42.6	12.7	67
1970	130	26.0	118	37.9	11.4	51

(a) Estimates based on service stations holding 20% of the tire replacement market, and 30% of the replacement battery market;
Source: Tire and battery totals from Rubber Manufacturers Assn. and Battery Council International and estimates by NPN.

Battery Shipments Set Record in 1985

(Add 000)

Battery shipments (replacement and original equipment) rose a scant 75,000 units in 1985, not enough to be significant in one sense but yet enough in their own right to establish an all-time record for the year. This was only the second time that total battery shipments exceeded 70 million units in any 12-month period. Replacement battery shipments eroded slightly in 1985—down 1.1%—but original equipment shipments were up significantly—6.6%—to more than compensate for the losses. Percentagewise, the difference between the 1984 and 1985 totals was negligible—less than 1%.

Year	Replacements	% of Market	New cars & trucks	% of Market	Total market	% Change from previous year
1985	58,684	83.4%	11,649	16.6%	70,333	—
1984	59,333	84.5	10,925	15.5	70,258	5.0
1983	56,105	83.8	10,823	16.2	66,928	7.9
1982	54,214	87.4	7,819	12.6	62,033	0.8
1981	53,598	87.1	7,956	12.9	61,554	6.0
1980	50,063	86.2	8,009	13.8	58,072	-11.0
1979	53,746	82.4	11,480	17.6	66,226	-6.2
1977	54,601	81.2	12,639	18.8	67,240	10.8
1975	42,582	82.5	8,985	17.6	51,567	-5.3
1970	37,389	81.9	8,239	18.1	45,629	0.5

Source: Replacement battery figures supplied by Battery Council International. New cars and trucks are U.S. factory sales figures provided by Motor Vehicle Manufacturers Assn.

Replacement Batteries

Replacement battery shipments totaled 58.7 million units in 1985, with 12-volt and 6-volt accounting for 89% of the total, according to Battery Council International. Here are the highlights of its annual report:

Replacement Batteries:

Passenger cars and light trucks:

12-volt: 46,685,619, or 79.5% of the total; 6-volt: 1,095,039, or 1.9% of the total.

Heavy duty commercial:

12-volt: 2,766,010, or 4.7% of the total; 6-volt: 1,656,838, or 2.8% of the total.

Original Equipment:

Passenger cars and light trucks:

12-volt: 11,656,934, or 86.5% of the total; 6-volt: 12,054, or 0.09% of the total.

Heavy duty commercial:

12-volt: 667,010, or 4.9% of the total; 6-volt: 42,638, or 0.32% of the total.

Source: Battery Council International, April 1985.

Where Batteries Are Sold

Channels of Distribution	Shipments in Units			Shipments in Units		
	1985			1984		
	Private Brands	Mfg. Own Brand	Total	Private Brands	Mfg. Own Brand	Total
Gasoline and Oil	1,756,628	361,056	2,117,684	1,920,647	514,479	2,435,126
Tires and Rubber	1,992,236	222,193	2,214,429	2,167,830	362,062	2,529,892
Mass Merchandisers						
Department and Discount Stores	12,968,279	213,445	13,181,724	12,735,490	363,609	13,099,107
Auto Chains	4,092,619	1,230,210	5,322,829	4,198,853	869,967	5,068,820
Other	1,939,617	7,516	1,947,133	2,407,093	15,908	2,423,001
Fleet Operations	16,785	309,378	326,141	9,629	377,091	386,720
Government	307,147	314,388	621,535	129,845	279,606	409,451
Vehicle & Equipment Mfrs.	1,811,273	153,936	1,965,209	2,159,402	282,996	2,442,398
Parts Distribution	4,353,434	6,082,477	10,435,911	4,243,318	6,609,980	10,853,298
Battery Specialists	13,666,077	4,855,777	18,521,854	13,543,203	4,534,118	10,077,321
Others (a)	276,803	187,678	464,481	417,581	160,223	577,804
Total	43,180,878	13,938,052	57,118,930	43,932,899	14,370,039	58,302,938

(a) Includes government data.

Source: Battery Council International; figures based on estimates submitted by 20 member firms.

Tire Shipments Flatten Out in 1985

Original equipment tire shipments rose modestly in 1985 but those destined for replacement and export markets declined after two good years in a row. Original shipments rose almost 6% over 1984 while replacements slipped 1.6% and exports 19%. The entire market was off about one-half per cent. Original equipment shipments are roughly 25% of the total market while replacements are more than 70%.

'85 vs. '84	Passenger	Bus/Truck	Farm Equipment	% of Total	Total by Type of Market
Original equipment	7.54%	(1.0%)	(35.0%)	5.8%	5.8%
Replacement	(2.2)	1.2	(7.6)	(1.6)	(1.6)
Export	(23.7)	0.2	(3.3)	(19.0)	(23.5)
Total	(0.4)	0.8	(14.21)	(0.4)	(0.4)

Source: Rubber Manufacturers Assn., Monthly Statistical Report.

Auto, Truck and Farm Shipments

	Passenger		Type of Tire (Add 000)		Bus/Truck		Farm Equipment		Total of Market Type	% of Total
		% of Market		% of Market		% of Market		% of Market		
1985										
Original Equipment	54,838	86.9%	7,698	12.2%	598	0.9%	63,134	25.7%		
Replacement	141,455	80.4	32,098	18.2	2,395	1.4	175,948	71.8		
Export	4,625	75.4	1,335	21.8	176	2.9	6,136	2.5		
Total	200,918	82.2%	41,131	16.8%	3,169	1.3%	245,218	—%		
1984										
Original Equipment	50,993	85.4%	7,777	13.0%	920	1.5%	59,690	24.2%		
Replacement	144,580	80.8	31,707	17.7	2,592	1.4	178,879	72.7		
Export	6,064	80.0	1,333	17.6	182	2.4	7,579	3.1		
Total	201,637	81.9%	40,817	16.6%	3,694	1.5%	246,148	—%		

Source: Rubber Manufacturers Assn., Monthly Statistical Report, December 1985.

Where consumers get tuneups

Service stations	1985	12%
	1984	13.0%
	1983	12.9%
	1982	14.5%
Car dealers	1985	18%
	1984	16.0%
	1983	19.8%
	1982	17.2%
Repair shops	1985	25%
	1984	23.0%
	1983	24.2%
	1982	26.0%
Do-it-yourselfers	1985	34%
	1984	36.0%
	1983	35.4%
	1982	35.3%

Source: Champion Spark Plug Co.

1985 Ethylene Glycol-Base Antifreeze Sales

	-(Add 000 gal.)	
	Civilian	Government
Packaged ethylene glycol antifreeze sold in quart and gallon sizes	144,306,517	-0-
in drums	12,682,992	(*)
Total	156,989,509	(*)
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to packagers	55,284,103	(*)
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to motor vehicle manufacturers for "drive-away" or factory fill use	19,377,529	
Total	231,651,141	1,265,391
Grand total (civ. and gov't.)	232,916,532	

1984 Ethylene Glycol-Base Antifreeze Sales

	(Add 000 gal.)	
	Civilian	Government
Packaged ethylene glycol antifreeze sold in quart and gallon sizes	131,078,230	-0-
in drums	13,638,307	(*)
Total	144,716,537	(*)
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to packagers	52,721,827	(*)
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to motor vehicle manufacturers for "drive-away" or factory fill use	17,307,727	
Total	214,746,091	4,291,961
Grand total (civ. and gov't.)	219,038,052	

(*) Data not shown, except for total, to avoid disclosure of individual company data.
Source: Chemical Specialties Manufacturers Assn.

Outlook Perks Up for Parts and Services

The projected growth that failed to materialize in 1985 has now been superimposed anew on the calendar year 1986 by the Bureau of Industrial Economics of the U.S. Department of Commerce for the automotive parts and services business. The Bureau says growth should exceed 5% in 1986, on top of a delayed growth of 3% in 1985.

If all these things come true, it would be a welcome relief from the doldrums of recent years.

The Bureau looks at 1986 as the first \$11 billion dollar sales year in the sector's franchised history. That would be 12% over 1985 which, in turn, was up almost 10% over 1984. At least, if the number of stores aren't increasing as rapidly as had been forecast, the sales dollars are making up for it.

The Bureau also believes that individual stores will average close to \$300,000 in sales in 1986. Company stores are expected to do significantly better than privately owned, however.

Automotive Products/Services (a)

	1985 (b)	1986 (b)	1984
Total number of establishments	38,191	36,200	35,111
Company-owned	4,832	4,572	4,350
Franchise-owned	33,359	31,628	30,761
Total sales of products and services (Add 000) (c)	\$11,334,038	\$10,098,842	\$9,186,427
Company-owned (c)	3,569,178	3,199,823	2,843,936
Franchise-owned (c)	7,764,860	6,899,019	6,342,491
Average sales per establishment (c)	\$297,000	\$279,000	\$261,000
Company-owned (c)	736,000	700,000	653,000
Franchise-owned (c)	233,000	218,000	206,000

(a) Includes tire, battery and accessory stores; auto and truck wash services; and brake and muffler repair and services; (b) Data estimated by respondents; (c) Includes sales of non-automotive products such as household appliances, garden supplies, etc.
Source: "Franchising in the Economy, 1984-1986," Bureau of Industrial Economics, U.S. Department of Commerce.

Car Lubrication Service

1986 Crankcase Drain Intervals and Recommended Oil

Make	Engine	Normal Service		Severe Service		Type Of Oil
		Miles	Months	Miles	Months	
American Motors	All	7,500	7.5	—	—	SF
Chrysler Corp.	Turbo	7,500	6	3,000	3	SF-CC
	Others	7,500	12	3,000	3	SF-CD(a)
						SF
Ford Motor Co.	Turbo	5,000	—	3,000	3	SF-CC
						SF
						SF-CD
	2.0 L Diesel	7,500	7.5	3,000	3	SF-CC
						SF-CD
Merkur		5,000	12	3,000	3	SF
						SF-CC
						SF-CD
General Motors	Gasoline	7,500(b)	12	3,000(b)	3	SF-CC
	4-cyl. Diesel	3,750	12	2,000	3	SF-CC
						SF-CD(a)

(a) preferred

(b) 4-cyl. turbo, 3,000 miles or 3 months.

Source: Gousha/Chel-Chart.

1986 Automatic Transmission/Transaxle Drain Intervals and Recommended Fluids

Make	Fluid	Normal Service		Severe Service	
		Months	Miles	Months	Miles
American Motors	Dexron®-II	30	30,000	—	—
Chrysler Corp.	Dexron®-II(b)	—	(a)	—	15,000
Ford Motor Co.	Type H(c)	—	(a)	—	30,000
General Motors	Dexron®-II	—	100,000	—	15,000

(a) Drain not required for normal service.

(b) ATF + or Type 7176 fluid is preferred in RWD vehicles.

(c) C-3 trans. uses Dexron®-II.

Source: Gousha/Chel-Chart.

1986 Chassis Lubrication Intervals

Make	Normal Service		Severe Service		Type	Part or Specification No.
	Months	Miles	Months	Miles		
American Motors	7.5	7,500(a)	Shorter - intervals		#2 Lithium EP	8993630
Chrysler Corp.	36	30,000	18	15,000	#2 Barium EP	4318062
Ford Motor Co.	—	30,000	—	15,000	#2 Lithium EP with polyethylene 8-molybdenum disulfide (suspension)	M1C75-B
					#4-5 Lithium (steering)	M1C92-A Type II
General Motors						
Gasoline	12	7,500	6	6,000	#1-2 Multipurpose EP	8031-M
Diesel	12	5,000	6	5,000	#1-2 Multipurpose EP	8031-M

(a) Except front-wheel drive models.

Source: Gousha/Chel-Chart. Reprinted with permission.

Exclusive Service Job Analysis Update Shows Continued Increases in Service Work

A special update survey for 1985 based on Hunter Publishing Company's exclusive 1984 *Service Job Analysis* reveals that U.S. service stations continue to attract a healthy share of the traditional automotive repair and service work.

The update survey, which was conducted using the same Hunter Micromarket Panel which provided data for the 1984 SJA report, shows that service stations enjoyed increases in number of jobs performed in 51 out of the 53 basic jobs shown in the tables below. Independent repair shops and new car/truck dealers also had substantial increases in service work in the 1984-85 period, according to the SJA update.

The table below presents data selected from the SJA's major repair/service categories, with emphasis on the type of jobs

frequently performed in service stations.

The data is based on a service dealer universe of 329,000 outlets: 115,000 service station, 150,000 independent repair shops, 25,000 new car/truck dealers and 39,000 fleet service shops. The fleet service segment has been left out of the tables since it relates more to truck repair than automobile service. The SJA does not include figures for discount stores, auto repair chains or other non-traditional repair outlets.

Particularly interesting in the 1985 SJA update are the sizeable percentage increases shown for those categories in the "growth" areas of the repair and service market—computer wheel balancing, MacPherson strut replacements, disc brakes, carburetor kits, and the like.

Job	Service Stations				Independent Repair Shops				New Car/Truck Dealers			
	Total Jobs*		Number of Jobs		Number of Jobs		Number of Jobs		Number of Jobs		Number of Jobs	
	Performed	(Add 000)	% of Jobs	% Change from 1984	Performed	(Add 000)	% of Jobs	% Change from 1984	Performed	(Add 000)	% of Jobs	% Change from 1984
LUBRICATION												
Lube Jobs—Car	142,685	69,551	48.7%	1.4%	35,364	24.8%	3.9%	29,167	20.4%	3.9%		
Oil Changes—Car	153,987	74,102	48.1	3.0	37,557	24.4	4.2	34,654	22.5	6.0		
Engine Oil Sold—Quarts	871,194	432,914	49.7	3.6	212,611	24.4	4.0	152,358	17.5	4.3		
Oil Filters Replaced—Car	132,323	65,261	49.3	3.4	35,429	26.8	4.4	29,856	22.6	6.4		
Air Filters Replaced—Car	57,084	25,426	44.5	2.9	19,937	34.9	3.1	10,762	18.9	4.7		
CARBURETOR/FUEL PUMP												
Carburetors Installed—New	1,588	537	33.8	1.5	812	51.1	.3	134	8.4	.3		
Carburetor Kits Installed	10,799	2,886	26.7	9.4	5,968	55.3	7.7	1,588	14.7	6.3		
Fuel Pumps Installed—New	5,787	2,445	42.2	3.7	2,996	39.7	4.0	727	12.6	3.8		
Fuel Filters Replaced—Car	46,076	17,351	37.7	8.7	19,069	41.4	9.7	8,878	19.3	8.0		
IGNITION/TUNE-UP												
Engine Tune-Ups—Car	80,431	20,428	33.8	2.4	27,042	44.7	4.4	11,542	19.1	3.4		
Spark Plugs—New	336,645	116,624	34.7	3.5	151,910	45.2	4.9	59,179	17.6	5.4		
ELECTRICAL SERVICE												
Batteries Installed	28,893	15,357	53.2	6.3	9,526	33.0	8.3	2,361	8.2	4.2		
Battery Cables Installed	16,242	7,238	44.6	1.7	6,639	40.9	2.4	1,291	7.9	2.0		
Alternators Installed—New	2,432	1,015	41.7	.7	900	37.0	.4	384	15.0	.6		
Alternators Inst.—Rebuilt	14,102	7,030	49.9	4.2	5,502	39.0	3.6	903	6.4	2.1		
Starters Installed—New	1,801	851	38.1	(.1)	785	43.6	(.8)	268	14.9	.5		
Starters Inst.—Rebuilt	11,900	5,790	48.7	3.6	4,738	39.8	4.1	728	6.1	2.5		
Voltage Regulators Inst.—New ..	6,683	2,622	39.2	.5	2,944	44.1	1.9	759	11.4	1.8		
COOLING SYSTEM												
Systems Flushed	14,238	6,535	45.9	3.6	5,341	37.5	6.4	1,850	13.0	5.9		
Radiators Replaced—Car	4,746	2,004	42.2	6.2	2,286	48.2	8.1	348	7.3	1.6		
Radiator Hose Replaced	27,326	13,115	48.0	4.8	10,864	39.8	7.0	2,366	8.7	5.9		
Belts Installed—All Types	56,217	26,243	46.7	7.1	21,553	38.3	9.5	6,096	10.8	7.9		
Water Pumps Repl.—New	6,704	2,280	34.0	3.1	3,071	45.8	2.4	1,094	16.3	2.5		
Water Pumps Repl.—Rebuilt	6,500	3,081	47.4	3.9	2,553	39.3	4.2	616	9.5	3.0		
Antifreeze Sold—Gal.	84,228	38,660	45.9	6.0	28,226	33.5	7.5	10,770	12.8	8.2		

Job	Service Stations				Independent Repair Shops			New Car/Truck Dealers		
	Total Jobs* Performed (Add 000)	Number of Jobs		% Change from 1984	Number of Jobs		% Change from 1984	Number of Jobs		% Change from 1984
		Performed (Add 000)	% of Jobs		Performed (Add 000)	% of Jobs		Performed (Add 000)	% of Jobs	
EXHAUST SYSTEM										
Mufflers Replaced—Car	14,369	6,207	43.2%	4.9%	5,932	41.3%	4.0%	2,004	13.9%	2.9%
Tail Pipes Replaced	12,940	5,653	43.7	3.8	5,395	41.7	3.4	1,420	11.0	2.1
Exhaust Pipes Replaced	6,767	2,843	42.0	2.4	2,792	41.3	1.5	760	11.2	.4
Catalytic Converters Repl.	1,279	253	19.5	8.2	287	22.1	5.5	713	55.0	7.1
TRANSMISSION/CLUTCH										
Standard Trans. Rebuilt	1,282	96	7.5	1.6	557	43.4	(2.0)	481	37.5	—
Automatic Trans. Rebuilt	2,753	253	9.2	6.4	1,051	38.2	1.9	1,346	48.9	4.0
Auto. Trans. Fluid-Quarts	106,738	43,408	40.7	4.6	38,156	35.7	3.6	19,863	18.6	6.9
Auto. Trans. Filters Repl.	14,325	5,224	36.5	4.8	5,889	41.1	4.1	2,663	18.6	6.2
Universal Joints Repl.—Car	11,683	5,064	43.3	2.7	5,491	47.0	1.1	894	7.7	.7
ALIGNMENT/SUSPENSION										
Wheels Balanced—										
Static/Dynamic	30,560	16,119	52.7	(.8)	9,778	32.0	(.4)	3,242	10.6	2.0
Wheels Balanced—Computer ...	43,904	22,486	51.2	12.9	15,333	34.9	16.8	5,582	12.7	8.4
Front-End Alignment	23,553	5,571	23.7	6.8	11,876	50.4	5.7	5,735	24.3	6.0
Shock Absorbers Replaced	25,809	10,301	39.9	.3	12,420	48.1	1.7	2,196	8.5	2.1
MacPherson Strut										
Cartridges Installed	4,400	1,037	23.6	9.4	2,632	59.8	9.0	650	14.8	3.8
BRAKES										
Drum Brake Shoes										
Installed	25,841	10,131	39.2	4.6	12,072	46.7	4.0	3,223	12.5	2.8
Master Cylinders										
Replaced—New	4,624	1,527	33.0	3.5	2,547	55.1	3.8	404	8.7	.9
Brake Drums Replaced	3,011	1,102	36.6	2.6	1,465	48.7	1.5	333	11.1	(1.2)
Brake Drums Turned/Gnd.	29,400	9,987	34.0	8.4	14,875	50.6	8.6	3,682	12.5	5.6
Disc Brake Pads Installed—Car .	34,500	13,218	38.3	11.5	15,855	46.0	9.6	4,946	14.3	8.3
Disc Brake Rotors Resurf.	34,232	10,919	31.9	11.2	18,746	54.8	12.1	4,053	11.8	8.8
CHEMICALS										
Engine Oil Additives	13,275	7,012	52.8	.5	3,299	24.9	1.7	2,650	20.0	6.2
Gasoline Additives	18,007	11,569	64.2	4.2	4,490	24.9	2.9	1,548	8.6	3.1
Transmission Additives	4,526	2,038	45.0	1.1	1,794	39.6	2.6	647	14.3	1.4
Cooling System										
Rust Inhibitors	13,061	5,827	44.6	.9	4,602	35.2	3.8	1,422	10.9	2.4
Refrigerant (Freon) Repl.	56,277	20,586	36.6	6.2	23,942	42.5	10.8	9,821	17.5	6.4
ACCESSORIES-AIR CONDITIONING										
Windshield Wiper Refills	41,668	24,076	57.8	8.4	11,740	28.2	6.3	4,243	10.2	4.9
Air Conditioners Serviced	18,874	7,788	41.2	5.9	6,632	35.1	6.3	4,055	21.5	4.8
Air Conditioner										
Compressors Installed—New ..	1,163	270	24.5	4.5	450	40.8	3.2	341	30.9	2.6
Air Conditioner										
Compressors Inst.—Rebuilt ..	1,395	548	39.3	1.9	594	42.6	2.4	182	13.0	(1.0)

*Segment figures and percentages will not add up to total—remainder is accounted for by self-service fleet locations.

U.S. Refineries and Capacities by States

(Crude Oil Operable Capacity on Jan. 1, 1985)

(* after number indicates capacity shut down but capable of being placed in operation within 90 days.)

Company	b/d	Company	b/d	Company	b/d
Alabama: Gulf		Mobil Oil Corp., Torrance	123,500	Union Oil Co. of California)	
Louisiana Land & Exploration Co.,		Newhall Refining Co. Inc.,		Lemont	151,000
Mobile	80,000	Newhall	21,400	Total	708,500
Mobile Bay Refining Co.,		Oxnard Refinery, Oxnard	4,000		254,000*
Chickasaw	26,600*	Pacific Oasis Corp., Paramount	32,000		
Total	80,000		14,500*		
	28,800*	Pacific Refining Co., Hercules	55,000	Indiana	
Alabama: Inland		Paramount Petroleum Corp.,		Amoco Oil Co., Whiting	350,000
Hunt Oil Co., Tuscaloosa	33,500	(Formerly Pacific Oasis Corp.)		Gladieux Refinery, Fort Wayne	19,000
Vulcan Refining Co.,		Paramount	32,000	Indiana Farm Bureau Cooperative	
Tuscaloosa	9,500*	San Joaquin Refining Co.,		Assn., Mount Vernon	21,200
Total	33,500	Bakersfield	10,000	Kentucky Oil & Refining Co.,	
	9,500*		14,300*	Troy	1,000
Alaska		Shell Oil Co., Martinez	91,400	Laketon Refining Corp., Laketon	7,900
Atlantic Richfield Co.,		Wilmington	93,000	Rock Island Refining Corp.,	
North Slope	22,000	Sunland Refining Corp.,		Indianapolis	43,200
Chevron U.S.A., Kenai	22,000	Bakersfield	12,000	Total	442,300
Mapco Petroleum Co.,		Texaco, Inc.,		Kansas	
North Pole	46,500	(Formerly Getty Refining and		Derby Refining Co.,	
Tecoro Petroleum Corp., Kenai	48,500	Marketing Co.)		North Wichita	28,800
Total	130,000	Bakersfield	38,000	Farmland Industries, Coffeyville	56,500
		Wilmington	75,000*	Phillipsburg	26,400
Arkansas		Tosco Corp., Avon	126,000	National Cooperative Refinery	
Cross Oil & Refining Co.,		Unocal Corp., (Formerly		Assn., McPherson	70,000
Smackover	6,700	Union Oil Co. of California)		Pester Refining Co., El Dorado	33,250
	2,700*	Aroyo Grande	41,000	Texaco Refining & Marketing	
Crystal Oil Co., Stephens	3,200	Rio de	70,000	Co., (Formerly Getty Refining	
MacMillan Petroleum, Inc.,		Wilmington	108,000	and Marketing Co.)	
Norphlet	4,600	West Coast Oil Co., Oildale	10,000	El Dorado	80,000
	1,280*		9,000*	Total Petroleum, Arkansas City	42,500
Tosco Corp., El Dorado	38,500	Witco Chemical Corp., Oildale	0	Total	337,450
	8,500*	Total	2,080,600		
Total	53,000		296,470*	Kentucky	
	12,480*	Colorado		Ashland Oil, Catlettsburg	213,400
California		Asamera Oil (U.S.),		B-T Energy Corp., Louisville	3,000
Atlantic Richfield Co., Carson	188,000	Commerce City	26,000	Kentucky Oil & Refining Co.,	
	27,000*	Conoco, Commerce City	41,500	Betsy Lane	600*
Bacon Oil Co., Hanford	17,300	Gary Refining Corp.,		Somerset Refinery Inc.,	
Champion Petroleum Co.,		(Formerly Gary Western Corp.)		Somerset	5,500
Wilmington	80,000	Fruita	15,200	Total	221,900
Chevron U.S.A., Bakersfield	26,000	Total	82,700		600*
El Segundo	357,000	Delaware		Louisiana: Gulf	
	48,000*	Texaco Refining & Marketing Co.,		Calcasieu Refining Co.,	
Richmond	294,000	(Formerly Getty Refining		(Formerly CPI Oil & Refining	
	71,000*	& Marketing Co.)		Co.) Lake Charles	14,000
Coastal Petroleum, Inc., Paloma	10,000	Delaware City	140,000	Canal Refining Co.,	
Conoco, Santa Maria	9,500	Georgia		Church Point	8,000
Edgington Oil Co., Long Beach	41,600	Amoco Oil Co., Savannah	24,000	Citgo Petroleum Corp.,	
Exxon Co. U.S.A., Benicia	109,000	Young Refining Corp.,		Lake Charles	297,000
Fletcher Oil & Refining Co.,		Douglasville	4,500		23,000*
Carson	29,500	Total	28,500	Clark Oil & Refining Corp.,	
Gibson Oil & Refining Co.,		Hawaii		Mt. Airy	0
Bakersfield	9,500	Chevron U.S.A., Honolulu	48,000	Conoco, Egan	6,500
Golden Eagle Refining Co.,		Illinois		West Lake	156,500
Carson	16,170*	Clark Oil & Refining Corp.,		Exxon Co. U.S.A.,	
Golden West Refining Co.,		Blue Island	57,000	Baton Rouge	437,000
(Formerly Gulf Oil Corp.)		Hartford	47,500		18,000*
Santa Fe Springs	40,800	Marathon Petroleum Co.,		Gulf Refining & Marketing Co.,	
Huntway Refining Co. of		(Formerly Marathon Oil Co.)		Belle Chasse	198,500
Northern California, Van Nuys	7,300	Robinson	120,000	Hill Petroleum Co.,	
Huntway Refining Co.,			75,000*	Krotz Springs	46,000
Wilmington	5,500		180,000		11,400*
Kern Oil & Refinery Co.,		Motor Oils Refining Co.,		International Processors,	
Bakersfield	21,400	(Formerly Moreco Energy, Inc.)		St. Rose	28,356*
Lunday-Thagard Oil Co.,		McCook	1,000	Marathon Petroleum Co.,	
South Gate	8,100	Shell Oil Co., Wood River	250,000	Garyville	255,000
MacMillan Petroleum, Inc.,		Texaco, Lawrenceville	51,000	Murphy Oil U.S.A., Meraux	78,000
Long Beach	11,000		28,000*		12,200*
Martex Oil & Refining,		Unocal Corp., (Formerly		Placid Refining Co.,	
Long Beach	21,100			Port Allen	45,000
				Shell Oil Co., Norco	218,200
				Tenneco Oil Co., Chalmette	133,000

Company	b/d	Company	b/d	Company	b/d
Texas		Giant Refining Co.,		Coastal States Petroleum Co.,	
Convent	225,000	(Formerly Giant Industries)		Corpus Christi	87,500
Texas NAPCO, St. James		Gallop	18,000	Conoco, Alvin/Texas City	33,274
(Formerly Lule Inc.)	20,000*	Navajo Refining Co., Artesia	30,400	Crown Central Petroleum Corp.,	
Total	2,971,500	Thriftyway Oil Co., Bloomfield	6,100	Pasadena	100,000
	161,556*	Total	68,290	Exxon Co. U.S.A., Baytown	494,000
				Gulf Refining & Marketing Co.,	
Louisiana: Inland		New York: East		Port Arthur	328,500
Calumet Refining Co., Princeton	4,400	Cibro Petroleum Products,		Total	78,400*
Cleborne Gasoline Co., Liebon	7,500	Albany	41,850*		
Kerr-McGee Corp., Cotton Valley	7,800			Koch Refining Co.,	
Dubach	10,000			Corpus Christi	125,000
Pennzoil Oil,		North Carolina		Marathon Petroleum Co.,	
(Formerly Atlas Processing Co.)		GNC Energy Corp., Greensboro	3,000*	Texas City	49,000
Shreveport	46,200				20,500*
Total	75,900	North Dakota		Mobil Oil Corp., Beaumont	275,000
		Amoco Oil Co., Mandan	58,000	Petromax, Houston	2,000*
Maryland		Flying J, Williston	5,000*	Phillips Petroleum Co.,	
Chevron U.S.A., Baltimore	14,200*	Total	58,000	Sweeney	175,000
Total	14,200*		5,000*	Saber Refining Co.,	
				Corpus Christi	0
Michigan		Ohio: East		Shell Oil Co., Deer Park	250,000
Crystal Refining Co.,		Ashland Oil, Canton	66,000	South Hampton Refining Co.,	
Carson City	3,000			Silsbee	18,100*
Lakeside Refining Co.,		Ohio: West		Southwestern Refining Co.,	
Kalamazoo	5,000	Gulf Refining & Marketing Co.,		Corpus Christi	104,000
Marathon Petroleum Co.,		Cleves	43,700	Taxaco Refining & Marketing Co.,	
Detroit	68,500	Standard Oil Co. of Ohio,		Port Arthur	200,000
Total Petroleum, Lima	40,000	Lima	168,000		126,000*
Total	116,500	Toledo	120,000	Port Neches	31,000*
		Sun Co., Toledo	118,000	Texas City Refining, Texas City	119,600
		Total	449,790	Unocal Corp.,	
Minnesota				Beaumont (Nederland)	120,000
Ashland Oil, St. Paul Park	67,143	Oklahoma		Total	3,382,674
Koch Refining Co., Rosemount	137,000	Allied Materials Corp., Stroud	7,800*		322,900*
Total	204,143	Conoco, Ponca City	134,000	Texas: Inland	
		Kerr-McGee Corp., Wynnewood	43,000	Amber Refining, Fort Worth	12,500
Mississippi: Gulf		Sinclair Oil Corp.,			7,200*
Chevron U.S.A., Pascagoula	295,000	West Tulsa	50,000	American Petrofina Co. of Texas,	
		Sun Co., Tulsa	85,000	Big Spring	60,000
Mississippi: Inland		Total Petroleum, Ardmore	62,000	Chevron U.S.A., El Paso	76,000
Amerada Hess Corp., Purvis	30,000	Total	374,000	Diamond Shamrock Refining	
Ergon Refining, Vicksburg	20,800		7,800*	& Marketing Co.,	
Southland Oil Co., Lumberton	5,800	Oregon		Sunray	79,000
Sandersville	11,000	Chevron U.S.A., Willbridge	15,000*	Three Rivers	47,000
Vicksburg Refining, Vicksburg	6,000			Dorchester Refining Co.,	
Total	73,400	Pennsylvania: East		Mount Pleasant	26,500
		Atlantic Richfield Co.,		White Deer	0
Montana		Philadelphia	125,000	Flint Chemical Co., San Antonio	1,500
Cenex, Laurel	33,650	BP Oil Corp., Marcus Hook	168,000	Howell Hydrocarbons Corp.,	
	7,800*	Gulf Refining & Marketing Co.,		San Antonio	9,900
Conoco, Billings	48,500	Philadelphia	174,100	La Gloria Oil & Gas Co., Tyler	46,000
Exxon Co. U.S.A., Billings	42,000	Sun Co., Marcus Hook	155,000	Liquid Energy Corp., Bridgeport	10,000
Flying J, Cutbank	5,600*	Total	622,100	Petrolite Corp., Kilgore	1,000
Kenco Refining, Wolf Point	4,700			Phillips Petroleum Co., Borger	100,000
Montana Refining Co.,		Pennsylvania: West		Pride Refining Inc., Abilene	42,750
(Formerly Simmons Refining		American Refining Group,		Shell Oil Co., Odessa	30,600
Corp.)		Indianola	180*	Sigmar Corp.,	
Great Falls	6,300	Ashland Oil, Freedom	6,800	Three Rivers	43,500
Total	136,150	Pennzoil Co., Rouseville	15,700	Taxaco Refining &	
	13,400*	Quaker State Oil Refining Corp.,		Marketing Co.,	
Nevada		Smethport	6,700	Amarillo	20,000
Nevada Refining Co., Tonopah	4,500	United Refining Co.,		El Paso	17,000
		(Formerly Coral Petroleum Inc.)		Tropicana Energy Co.,	
New Jersey		Warren	60,000	Eules	4,650*
Amerada Hess Corp.,		Witco Chemical Corp., Bradford	6,841	Total	563,250
Port Reading	68,000*	Total	98,041		11,850*
Chevron U.S.A., Perth Amboy	80,000		180*	Utah	
	88,000*	Tennessee		Amoco Oil Co., Salt Lake City	40,000
Exxon Co. U.S.A., Linden	100,000	Mapco Petroleum Co.,		Chevron U.S.A., Salt Lake City	45,000
Mobil Oil Corp., Paulsboro	100,000	Memphis	60,000	Crysan Corp., Woods Cross	12,500
Seaview Petroleum Co.,				Morrison Petroleum Co.,	
Paulsboro	44,400	Texas: Gulf		Woods Cross	6,000*
Taxaco Refining & Marketing		American Petrofina Co. of Texas,		Phillips Petroleum Co.,	
Co., Westville	90,000	Port Arthur	90,000	Woods Cross	25,000
Total	414,400	Amoco Oil Co., Texas City	415,000	RMT Properties, Inc.,	
	88,900*	Atlantic Richfield Co., Houston	260,000	(Formerly Husky Oil Co.)	
		Champlin Petroleum Co.,		Salt Lake City	25,000
New Mexico		Corpus Christi	157,000	Seagull Refining Co.,	
Bloomfield Refining Co.,		Charter International Oil Co.,		(Formerly Plateau, Inc.)	
(Formerly Plateau, Inc.)		Houston	65,000*	Roosevelt	8,000
Bloomfield	13,700			Total	155,500
					8,000*

Company	b/d	Company	b/d	Company	b/d
Virginia		Newell	12,150	Guam	
Amoco Oil Co., Yorktown	51,000	St. Mary's	4,520	Guam Oil & Refining Co.,	
Virginia Oil & Refining Co.,		Total	16,670	Agana	43,900*
Jonesville	1,000				
Total	52,000	Wisconsin		Puerto Rico	
Washington		Murphy Oil Corp., Superior	39,000	Guif Refining & Marketing Co.,	
Atlantic Richfield Co., Ferndale ..	146,000			Bayamon	36,000
Chevron U.S.A.,		Wyoming		Phillips Puerto Rico Corp.,	
Richmond Beach	5,500	Amoco Oil Co., Casper	46,000	Guayama	0
Crysen Corp.,		Little America Refining Co.,		Sun Co., Yabucoa	85,000
(Formerly Sound Refining)		Casper	24,500	Total	121,000
Tacoma	11,900	Mountaineer Refining Co.,			
Mobil Oil Corp., Ferndale	71,500	La Barge	350	Hawaiian Foreign Trade Zone	
Shell Oil Co., Anacortes	72,000	RMT Properties, Inc.,		Hawaiian Independent Refinery,	
Texaco Refining &		(Formerly Husky Oil Co.)		Ewa Beach	62,000
Marketing Co.,		Cheyenne	33,600		
Anacortes	78,000	Sinclair Oil Corp.,		Virgin Islands	
U.S. Oil & Refining Co., Tacoma ..	26,400	Sinclair	53,000	Amerada Hess Corp., St. Croix...	395,000
Total	411,300	Wyoming Refining Co.,			150,000*
West Virginia		Newcastle	12,555		
Quaker State Oil Refining Corp.,		Total	172,005		

Source: Petroleum Supply Annual, 1984, Energy Information Administration, June 1985.

Lubricating Oil and Wax Capacities of U.S. Refineries

(All capacities in 000 b/d in 1985)

Company	Location	Crude Capacity	Finished Lube Capacity				Wax Capacity	
			A	B	C	D	Total	E
Allied Materials Corp.	Stroud, Okla.	8.0	0.9				0.9	0.2
Amoco Oil Co.	Casper, Wyo.	46.0	1.5		0.1		1.6	0.2
Amoco Oil Co.	Whiting, Ind.	276.0	6.2				6.2	0.6
Ashland Oil, Inc.	Cattlettsburg, Ky.	220.0	7.9				7.9	2.9
Ashland Oil, Inc.	Freedom, Pa.	8.5						
Atlantic Richfield Co.	Houston, Tex.	232.0	4.4			2.0	6.4	0.4
Calumet Refining Co.	Burnham, Ill.	9.0				0.9	0.9	
Calumet Refining Co.	Princeton, La.	4.4				0.2	0.2	
Chevron U.S.A. Inc.	Richmond, Calif.	385.0	3.0	2.3			5.3	1.2
Clit-Con Oil Corp.	Lake Charles, La.		10.0				10.0	1.0
Conoco Inc.	Ponca City, Okla.	134.0	2.0				2.0	0.2
Cross Oil & Refining, Inc.	Smackover, Ark.	9.9				4.0	4.0	
Diamond Shamrock Corp.	Three Rivers, Tex.	2.0				2.0	2.0	
Exxon Co., U.S.A.	Baton Rouge, La.	465.0	13.9		2.7		16.6	1.9
Exxon Co., U.S.A.	Baytown, Tex.	494.0	16.1	9.0		0.7	25.8	1.7
Farmstead Industries, Inc.	Coffeyville, Kans.	92.5	2.9				2.9	0.2
Guif Refining and Marketing Co.	Port Arthur, Tex.	412.7	6.6	0.9	1.4	1.8	10.7	0.4
Lubrication Co. of America	Seagus, Calif.			0.6			0.6	
Macmillan Petroleum, Inc.	Norphlet, Ark.	6.0				2.2	2.2	
Mobil Oil Corp.	Beaumont, Tex.	325.0	9.2				9.2	1.3
Mobil Oil Corp.	Paulsboro, N.J.	99.7	7.1				7.1	0.3
Pennzoil Co.	Felling Rock, W. Va.	0.0			0.0		0.0	0.0
Pennzoil Co.	Rouseville, Pa.	15.7			4.4		4.4	0.6
Pennzoil Co., Atlas Processing Co.	Shreveport, La.	79.5	3.6		1.4	2.7	7.7	1.0
Petrolite Corp.	Barnsdell, Okla.							0.4
Petrolite Corp., Barco Div.	Kilgore, Tex.	1.0						0.3
Phillips Petroleum Co.	Kansas City, Kans.	0.0	0.0				0.0	0.9
Quaker State Oil Ref. Corp.	Eminton, Pa.							0.7
Quaker State Oil Ref. Corp.	Farmers Valley, Pa.	6.5	2.5				2.5	0.4
Quaker State Ref. Corp.	Newell, W. Va.	11.7			2.9		2.9	0.8
Quaker State Oil Ref. Corp.	St. Mary's, W. Va.	4.9	1.6				1.6	0.3
Shell Oil Co.	Deer Park, Tex.	295.0	4.5			4.4	8.9	1.2
Shell Oil Co.	Martinez, Calif.	91.4		3.5		0.3	3.8	
Shell Oil Co.	Wood River, Ill.	263.0	6.0				6.0	0.7
Standard Oil Co. (Ohio)	Lima, Ohio	168.0	2.0		0.4		2.4	
Sun Co., Inc.	Marcus Hook, Pa.	155.0	5.5			10.5	16.0	1.0
Sun Co., Inc.	Yuba, Okla.	86.0	7.8				7.8	0.8
Sun Co., Inc.	Yabucoa, Puerto Rico	85.0	5.5				5.5	1.7
Texaco U.S.A.	Port Arthur, Tex.	402.0	12.0	0.8	3.4	4.0	20.0	0.1
Union Oil Co. of Calif.	Nederland, Tex.	120.0	2.9				2.9	0.1
Union Oil Co. of Calif.	Rodeo, Calif.	70.0	4.0				4.0	0.6
Witco Chemical Corp.	Bradford, Pa.	7.5	1.8		0.9		2.7	0.2
Witco Chemical Corp.	Orlale, Calif.	11.0		2.4		1.9	4.3	
TOTAL:		5132.9	180.9	16.9	18.3	48.1	233.9	13.7

Canadian Refineries								
Gulf Canada Ltd.	Sturgeon, Ontario	79.6	4.8				4.8	1.0
Imperial Oil Enterprises Ltd.	Barns, Ontario	129.0	5.1	0.7			5.8	0.6
Imperial Oil Enterprises Ltd.	Strathcona, Alberta	160.0	2.9				2.9	1.1
International Waxes, Ltd.	Agincourt, Ontario							0.8
Shell Canada Ltd.	Montreal East, Quebec	31.0	3.4				3.4	1.0
TOTAL:		389.6	16.9	0.7	0.0	0.0	16.7	4.7

Definitions: A—Solvent extracted paraffinic stocks; B—Solvent extracted naphthenic stocks; C—Unextracted paraffinic stocks; D—Unextracted naphthenic stocks; E—Fully refined, crude scale, and micro waxes; F—Semi-finished, slack waxes and petrolatums.

Source: National Petroleum Refiners Assn., Lubricating Oil and Wax Capacities, 1985.

U.S. Refineries and Capacities by Companies

(In descending order as of Jan. 1, 1985)

Important note: This listing includes capacity that is operation and capacity that is idle or shut down. In the latter case, this capacity can be restored to normal within 90 days. The Energy Information Administration says there were 223 operable refineries on Jan. 1, 1985, compared with a total of 247 the preceding year. The crude distillation capacity was 15.7 million b/d, compared with the year ago figure of 16.1 million b/d. For earlier data, see 1985 NPN Factbook.

Companies with a capacity of more than 100,000 b/d. Number of companies: 30; Total capacity: 13,639,917 b/d.

Company	b/d
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Chevron Corp.¹	
Chevron U.S.A.	
El Segundo, CA	405,000
Richmond, CA	365,000
Pascagoula, MS	295,000
Perth Amboy, NJ	168,000
El Paso, TX	78,000
Honolulu, HI	48,000
Salt Lake City, UT	45,000
Bakersfield, CA	26,000
Kenai, AK	22,000
Willbridge, OR	15,000
Baltimore, MD	14,200
Richmond Beach, WA	5,500
Total	1,484,700

Exxon Corp.	
Exxon Co. U.S.A.	
Baytown, TX	494,000
Baton Rouge, LA	455,000
Benicia, CA	109,000
Linden, NJ	100,000
Billings, MT	42,000
Total	1,200,000

Texaco Inc.	
Texaco Refining & Marketing²	
Port Arthur, TX	326,000
Convent, LA	225,000
Delaware City, DE ³	140,000
Westville, NJ	90,000
El Dorado, KS ³	80,000
Lawrenceville, IL	79,000
Anacortes, WA	78,000
Wilmington, CA	75,000
Bakersfield, CA ³	38,000
Port Neches, TX	31,000
Amarillo, TX	20,000
El Paso, TX	17,000
Total	1,199,000

Shell Oil Co.	
Wood River, IL	250,000
Deer Park, TX	250,000
Norco, LA	218,200
Wilmington, CA	93,000
Martinez, CA	91,400
Anacortes, WA	72,000
Odessa, TX	30,600
Total	1,005,200

Standard Oil Co. of Indiana	
Amoco Oil Co.	
Texas City, TX	415,000
Whiting, IN	350,000
Mandan, ND	58,000
Yorktown, VA	51,000
Casper, WY	48,000

Company	b/d
Salt Lake City, UT	40,000
Savannah, GA	24,000
Total	986,000

Gulf Oil Corp.	
Gulf Refining & Marketing Co.⁴	
Port Arthur, TX	406,900
Belle Chasse (Alliance), LA	198,500
Philadelphia, PA	174,100
Cleves (Cincinnati), OH	43,700
Total	823,200

Atlantic Richfield Co.	
Houston, TX	260,000
Carson (Watson), CA	215,000
Ferndale (Cherry Point), WA	146,000
Philadelphia, PA	125,000
North Slope, AK	22,000
Total	768,000

Mobil Oil Corp.	
Beaumont, TX	275,000
Joliet, IL	180,000
Torrance, CA	123,500
Paulsboro, NJ	100,000
Ferndale, WA	71,500
Total	750,000

U.S. Steel Corp.	
Marathon Petroleum Co.⁵	
Garyville, LA	255,000
Robinson, IL	195,000
Texas City, TX	69,500
Detroit, MI	68,500
Total	588,000

Unocal Corp.⁶	
Lemont (Chicago), IL	151,000
Beaumont (Nederland), TX	120,000
Wilmington, CA	108,000
Rodeo (San Francisco), CA	70,000
Arroyo Grande, CA	41,000
Total	490,000

Standard Oil Co. of Ohio	
Lima, OH	168,000
Toledo, OH	120,000

BP Oil Corp.	
Marcus Hook, PA	168,000
Total	456,000

E.I. Du Pont De Nemours & Co.	
Conoco, Inc.	
West Lake (Lake Charles), LA	156,500
Ponca City, OK	134,000
Billings, MT	48,500
Alvin/Texas City, TX	33,274
Denver (Commerce City), CO	41,500
Santa Maria, CA	9,500
Egan (Acadia), LA	6,500
Total	429,774

Sun Co. Inc.	
Marcus Hook, PA	155,000
Toledo, OH	118,000
Tulsa, OK	85,000
Total	358,000

Ashland Oil Inc.	
Catlettsburg, KY	213,400
St. Paul Park, MN	67,143
Canton, OH	68,000
Freedom, PA	6,800
Total	353,343

Southland Corp.	
Citgo Petroleum Corp.	
Lake Charles, LA	320,000

Company	b/d
Phillips Petroleum Co.	
Sweeny, TX	175,000
Borger, TX	100,000
Woods Cross, UT	25,000
Total	300,000

Koch Industries	
Koch Refining Co.	
Rosemount, MN	137,000
Corpus Christi, TX	125,000
Total	262,000

Union Pacific Corp.	
Champion Petroleum Co.	
Corpus Christi, TX	157,000
Wilmington, CA	60,000
Total	217,000

Tosco Corp.	
Avon, CA	126,000
El Dorado, AR	47,000
Total	173,000

The Coastal Corp.	
Coastal States Petroleum Co.	
Corpus Christi, TX	87,500
Pacific Refining Co.	
Hercules, CA	55,000
Derby Refining Co.	
North Wichita, KS	26,800
Total	171,300

Kerr-McGee Corp.	
Kerr-McGee Refining Corp.⁷	
Wynnewood, OK	43,000
Dubach, LA	10,000
Cotton Valley, LA	7,800
Southwestern Refining Co.	
Corpus Christi, TX	104,000
Total	164,800

American Petrofina, Inc.	
American Petrofina Co. of Texas	
Port Arthur, TX	90,000
Big Spring, TX	60,000
Total	150,000

Total Petroleum North America Ltd.	
Total Petroleum Inc.	
Ardmore, OK	62,000
Arkansas City, KS	42,500
Alma, MI	40,000
Total	144,500

Tenneco Oil Co.	
Chalmette, LA	133,000

Murphy Oil U.S.A. Inc.	
Meraux, LA	90,200
Superior, WI	39,000
Total	129,200

Earl Holding Co.	
Sinclair Oil Corp.	
Sinclair, WY	53,000
Tulsa, OK	50,000

Little America Refining Co.	
Casper, WY	24,500
Total	127,500

Diamond Shamrock Corp.	
Diamond Shamrock Refining & Marketing Co.	
Sunray, TX	79,000
Three Rivers, TX ⁸	47,000
Total	126,000

Agway Petroleum Corp.	
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Company	b/d	Company	b/d	Company	b/d
Texas City Refining, Inc.		Triad Terminal Corp.¹⁴		Vicksburg, MS	20,600
Texas City, TX	119,600	Edgington Oil Co.		Texas Mapco Inc.	
Mid-America Pipe Line System		Long Beach, CA	41,600	St. James, LA	20,000
Mapco Petroleum Co.		Conex¹⁵		E-Z Serv Inc.	
Memphis, TN	60,000	Laurel, MT	41,450	Amber Refining Co.	
North Pole, AK	45,000	Thrifty Oil Co.		Fort Worth, TX	19,700
Total	105,000	Golden West Refining Co.		Gladieux Refinery	
Apex Oil Co.		Santa Fe Springs, CA	40,600	Fort Wayne, IN	19,000
Clark Oil & Refining Corp.		Hunt Oil Co.		West Coast Oil Co.	
Blue Island, IL	57,000	Tuscaloosa, AL	33,500	Oldale, CA	19,000
Hartford (Wood River), IL	47,500	American Ultramar Ltd.		Giant Industries Inc.	
Total	104,500	Beacon Oil Co.		Giant Refining Co. ¹⁶	
Companies with capacity of 30,001 to 100,000 b/d. Number of companies: 24; Total capacity: 1,319,870 b/d.		Hanford, CA	17,300	Gallup (Ciniza), NM	18,000
Crown Central Petroleum Corp.		Golden Eagle Refining Co.		MacMillan Ring-Free Oil Co.	
Pasadena, TX	100,000	Carson, CA	16,170	MacMillan Petroleum Inc.	
Amerada-Hess Corp.		Total	33,470	Long Beach, CA	11,000
Port Reading, NJ	68,000	Pester Corp.		Norphet, AK	5,880
Purvis, MS	30,000	Pester Refining Co.		Total	16,880
Total	98,000	El Dorado, KS	33,250	Vermont Gas Systems (VGS)	
Farmland Industries Inc.		Holly Corp.		Southland Oil Co.	
Coffeyville, KS	56,500	Navado Refining Co.		Sandersville, MS	11,000
Phillipsburg, KS	26,400	Artesia, NM	30,400	Lumberton, MS	5,800
Total	82,900	Companies with capacity 10,001 to 30,000 b/d. Number of companies: 25; Total capacity: 513,761 b/d.		Total	16,800
Louisiana Land & Exploration Co.		Fletcher Oil & Refining Co.		Calcasieu Refining Co.²⁰	
Mobile, AL	80,000	Carson, CA	29,500	Lake Charles, LA	14,000
United Refining Co.⁹		Gary Energy Corp.		Huntway Refining Co.	
Warren, PA	60,000	Gary Refining Corp. ¹⁸		Benicia, CA ²¹	7,300
Vulcan Refining Co.		Fruita, CO	15,200	Wilmington, CA	5,500
Cordeva, AL	9,500	Bloomfield Refining Co.¹⁷		Total	12,800
Total	69,500	Bloomfield, NM	13,700	Wyoming Refining Co.²²	
Paramount Petroleum Corp.		Total	26,900	Newcastle, WY	12,555
Paramount, CA ¹⁰	46,500	International Processors		World Oil Co.	
Bakersfield, CA ¹¹	21,500	St. Rose, LA	26,356	Sunland Refining Co.	
Total	68,000	Mobile Bay Refining Co.		Bakersfield, CA	12,000
Charter International Oil Co.		Chickasaw, AL	26,600	Flying J Inc.	
Houston, TX	65,000	Time Oil Co.		Cutbank, MT	5,800
Pennzoil Co.		U.S. Oil & Refining Co.		Williston, ND	5,000
Shreveport, LA ¹²	46,200	Tacoma, WA	26,400	Total	10,800
Rouseville, PA	15,700	Asamera Oil (U.S.)		Companies with capacity 10,000 b/d or less. Number of companies: 35; Total capacity: 185,221.	
Total	61,900	Commerce City (Denver), CO	26,000	Coastal Petroleum Refiners, Inc.²³	
RMT Properties, Inc.¹³		Crysen Corp.		Paloma, CA	10,000
Cheyenne, WY	33,600	Woods Cross, UT	12,500	Mitchell Energy Corp.	
North Salt Lake, UT	25,000	Tacoma, WA	11,900	Liquid Energy Corp.	
Total	58,600	Total	24,400	Bridgeport, TX	10,000
Tesoro Petroleum Corp.		San Joaquin Refining Co.		Howell Corp.	
Kenai, AK	48,500	Bakersfield, CA	24,300	Howell Hydrocarbons Corp. ²⁴	
Texas Eastern Corp.		Quaker State Oil Refining Corp.		San Antonio, TX	9,900
La Gloria Oil & Gas Co.		Newell, WVA	12,150	Gibson Oil & Refining Co.	
Tyler, TX	46,000	Bradford, PA	6,700	Bakersfield, CA	9,500
Placid Oil Co.		St. Mary's, WVA	4,520	Moore & Munger Inc.	
Placid Refining Co.		Total	23,370	Cross Oil & Refining Co.	
Port Allen, LA	45,000	Kern Oil & Refinery Co.		Smackover, AR	9,400
Seaview Petroleum Co.		Bakersfield, CA	21,400	Thigard Oil Co.	
Paulsboro, NJ	44,400	Pauley Petroleum		South Gate, CA	8,100
Rock Island Refining Corp.		Newhall Refining Co.		Anchor Gasoline Corp.	
Indianapolis, IN	43,200	Newhall, CA	21,400	Canal Refining Co.	
Pride Refining Inc.		Indiana Farm Bureau Cooperative		Church Point, LA	8,000
Ablene, TX	42,750	Mount Vernon, IN	21,200	Linnar Ventures/Theo Davies	
Cirillo Brothers Oil Co.		Ergon Refining		Seagull Refining Co. ¹⁷	
Cibro Petroleum Products, Inc.				Roosevelt, UT	8,000
Albany, NY	41,850				

Company	b/d	Company	b/d	Company	b/d
Lakeside Refining Co. Kalamazoo, MI.....	5,000	Nevada Refining Co. Tonopah, NV.....	4,500	Virginia Oil & Refining Co. Jonesville, VA.....	1,000
Crystal Refining Co. Carson City, MI.....	3,000	Young Refining Corp. Douglasville, GA.....	4,500	Mountaineer Refining Co. La Barge, WY.....	200
Total.....	8,000			American Refining Group Inc. Indianola, PA.....	180
Laketon Refining Corp. Laketon, IN.....	7,900	Calumet Industries Calumet Refining Co. Princeton, LA.....	4,400		
Allied Materials Corp. Stroud, OK.....	7,600	Oxnard Refinery Oxnard, CA.....	4,000		
Cisalborne Gasoline Co. Lisbon, LA.....	7,500	Crystal Oil Co. Stephens, AR.....	3,200		
Witco Chemical Corp. Bradford, PA.....	6,841	B-T Energy Corp. Louisville, KY.....	3,000		
Montana Refining Co. ²⁶ Great Falls, MT.....	6,300	GNC Energy Corp. Greensboro, NC.....	3,000		
Thriftyway Co. Bloomfield, NM.....	6,100	Petromax Refining Co. Houston, TX.....	2,000		
Vicksburg Refining Inc. Vicksburg, MS.....	6,000	Kentucky Oil & Refining Co. Troy, IN.....	1,000		
Morrison Petroleum Co. Woods Cross, UT.....	6,000	Betsy Lane, KY.....	600		
Somerset Refinery Inc. Somerset, KY.....	5,500	Total.....	1,600		
Kanco Refining Inc. Wolf Point, MT.....	4,700	Film Chemical Co. San Antonio, TX.....	1,500		
Tropicana Energy Co. Euless, TX.....	4,650	Motor Oils Refining Co. ²⁶ McCook, IL.....	1,000		
		Petrolite Corp. Kilgore, TX.....	1,000		

¹Formerly Standard Oil Co. of California
²Formerly Texaco Inc.
³Formerly Getty Refining & Marketing Co.
⁴Formerly Gulf Oil Corp.
⁵Formerly Marathon Oil Co.
⁶Formerly Union Oil Co. of California
⁷Formerly Kerr-McGee Corp.
⁸Formerly Sigmor Corp.
⁹Formerly Coral Petroleum, Inc.
¹⁰Formerly Pacific Oasis Corp.
¹¹Formerly Independent Valley Energy Co.
¹²Formerly Atlas Processing Co.
¹³Formerly Husky Oil Co.
¹⁴Formerly Penn Central Energy Corp.
¹⁵Formerly Farms Union Central Exchange, Inc.
¹⁶Formerly Gary Western Co.
¹⁷Formerly Plateau, Inc.
¹⁸Formerly Sound Refining, Inc.
¹⁹Formerly Giant Industries, Inc.
²⁰Formerly CPI Oil & Refining, Inc.
²¹Formerly Huntway Refining Co. of Northern California.
²²Formerly Hermes Products Co.
²³Formerly Coastal Petroleum Co.
²⁴Formerly Howell Corp.
²⁵Formerly Simmons Refining Corp.
²⁶Formerly Moreco Energy, Inc.

Source: Energy Information Administration, Petroleum Supply Annual, 1984, Vol. 1, published June 1985.

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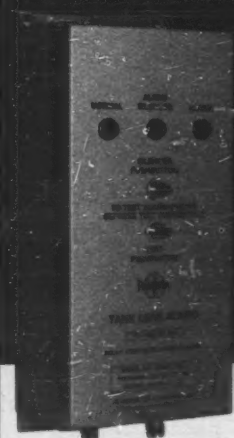


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Changes in U.S. Refinery Capacity in 1985

On Jan. 1, 1986, the U.S. had a total of 218 operable refineries. There were 11 shutdowns in 1985 and 6 start-ups reflecting new or reactivated units for a net loss of five refineries during the year. Operable capacity was rated at 15.7 million b/d, virtually unchanged from the year-ago level. In 1984, there were 26 shutdowns and two start-ups, but most of the losses were smaller units—less than 30,000 b/d. It would appear that the sharp declines of recent years are bottoming out and the industry is

re-stabilizing itself. Since Jan. 1, 1981, crude oil distillation capacity has declined almost 3 million b/d while the refinery population has fallen from 324 units in 1981 to 218 at the beginning of 1986.

The table below gives the closures and start-ups in 1985, and the two start-ups that were recorded for 1984. The longer table that follows gives a complete spellout on closures from 1981 through 1984.

Refinery Closings Since Jan. 1, 1985

		Crude Distillation Capacity (B/CD)	Total Downstream Capacity (B/SD)	Years in Operation
Allied Materials Corp.	Stroud, Okla.	7,600	2,500	37+
B-T Energy Corp.	Louisville, Ky.	3,000	0	3
Coastal Petroleum Refiners Inc.	Bakersfield, Calif.	10,000	0	6
Damson Gas Processing Corp.	White Deer, Texas	0	1,000	12
Flint Chemical Co.	San Antonio, Texas	1,500	0	23
Gary Refining Corp.	Fruita, Colo.	15,200	18,100	19
Golden Eagle Refinery Co. Inc.	Carson, Calif.	16,170	0	37+
International Processors	St. Rose, La.	28,356	14,000	6
Texaco Refining & Marketing Inc.	Amarillo, Texas	20,000	24,400	37+
Texaco Refining & Marketing Inc.	Lawrenceville, Ill.	79,000	134,000	37+
Vicksburg Refining, Inc.	Vicksburg, Miss.	6,000	0	7
Total		186,826	194,000	

New and Reactivated Refineries Since Jan. 1, 1985

				Status
Atlantic Richfield Co.	Kuparuk River, Alaska	12,000	0	N
Barrett Refinery Corp.	Thomas, Okla.	11,600	0	R
Hill Petroleum Co.	Krotz Springs, La.	57,400	62,000	R
Primary Oil & Energy Corp.	Chester, Va.	2,000	0	N
Seminole Refinery Corp.	St. Marks, Fla.	17,000	10,115	R
Trifinery	Corpus Christi, Texas	30,000	30,000	R
Total		130,000	102,115	

Reactivated Refineries in 1984

Virginia Oil & Refining Co.	Jonesville, Va.	1,000	0	R
Amerada Hess Corp.	Port Reading, N.J.	68,000*	0	R

*Idle

Source: Petroleum Supply Monthly, Energy Information Administration, November 1985.

U.S. Refinery Closings—1981 through 1984

PAD District/Refinery	Location	Crude Distillation Capacity (B/CD)	Total Downstream Capacity (B/SD)	Date of Last Operation	Date Shutdown	Years in Operation
District 1						
Amoco Oil Co.	Baltimore, Md.	15,000	0	1/82	3/82	25+
Ashland Oil, Inc.	Buffalo, N.Y.	64,000	106,500	7/82	12/84	36+
ATC Petroleum Inc.	Wilmington, N.C.	11,900	0	7/81	1/82	8
ATC Petroleum Inc.	Newington, N.H.	13,400	0	7/81	1/82	7
ELK Refining Co., div. of Pennzoil Co. Inc.	Falling Rock, W.Va.	5,600	2,000	12/82	1/83	25+
Manatee Energy Co.	Port Manatee, Fla.	28,400	0	5/81	10/81	2
Mobil Oil Corp.	Buffalo, N.Y.	43,000	67,000	5/81	7/81	25+
Quaker State Oil Refining Corp.	Emmerton, Pa.	0	2,980	12/83	12/83	25+
Seminole Refining Inc.	St. Marks, Fla.	15,000	10,000	12/81	4/82	25+
Total		196,300	188,480	—	—	—
District 2						
Amoco Oil Co.	Sugar Creek, Mo.	104,000	185,500	5/82	6/82	25+
Amoco Oil Co.	Wood River, Ill.	104,000	127,000	5/81	10/81	25+
Ashland Oil, Inc.	Findlay, Ohio	20,400	8,000	2/82	12/84	36+
Ashland Oil, Inc.	Louisville, Ky.	25,200	29,000	4/82	12/84	36+
Champlin Petroleum Co.	Erid, Okla.	53,800	58,500	6/83	12/83	25+
Conoco Inc.	Wrenshall, Minn.	23,500	25,700	5/81	9/81	5
CRA, Inc.	Scottsbluff, Neb.	5,600	3,650	5/82	6/82	25+
Dillman Oil Recovery Inc.	Oblong, Ill.	1,200	0	1/81	2/82	4
Dow Chemical U.S.A.	Bay City, Mich.	20,000	0	5/80	9/81	25+
E-Z Serv Refining Inc.	Shallow Water, Kan.	9,500	0	4/81	2/82	25+
Energy Cooperative Inc.	East Chicago, Ind.	126,000	190,000	5/81	3/82	25+
Energy Development	Crossville, Ill.	1,000	0	2/81	4/81	22
Gulf Oil Corp.	Toledo, Ohio	50,300	61,800	6/81	11/81	25+
Hudson Refining Co. Inc.	Cushing, Okla.	19,000	12,150	12/82	11/83	6
Indiana Refining Inc.	Princeton, Ind.	5,000	0	12/80	2/81	23
Industrial Fuel and Asphalt of Indiana Inc.	Hammond, Ind.	7,600	0	12/81	6/82	25+
Mid-America Refining Co. Inc.	Chanute, Kan.	3,000	1,800	3/81	7/82	25+
Mobil Oil Corp.	Augusta, Kan.	50,000	83,900	9/83	9/83	25+
Northland Oil and Refining Co.	Dickinson, N.D.	5,000	0	2/81	2/82	7
Oklahoma Refining Co.	Cyril, Okla.	12,750	23,100	12/84	12/84	36+
Oklahoma Refining Co.	Thomas, Okla.	11,600	0	12/84	12/84	4
Okmulgee Refining Co.	Okmulgee, Okla.	25,000	13,200	6/82	1/83	25+
Phillips Petroleum Co.	Kansas City, Kan.	80,000	156,700	6/82	9/82	25+
Texaco Inc.	Lockport, Ill.	72,000	136,000	4/81	10/81	25+

PAD District/Refinery	Location	Crude Distillation Capacity (B/CD)	Total Downstream Capacity (B/SD)	Date of Last Operation	Date Shutdown	Years in Operation
District 2						
Texas American Petrochemical Inc.	West Branch, Mich.	11,500	3,200	9/81	2/82	25+
Tonkawa Refining Co.	Arnett, Okla.	12,000	6,000	1984	1984	16
Tosco Corp.	Duncan, Okla.	47,000	85,000	1984	1984	4
Wireback Oil Co.	Plymouth, Ill.	1,800	1,800	2/81	3/81	25+
Total		907,750	1,212,000	—	—	—
District 3						
Adobe Refining Co., div. of Funding Systems Refining Corp.	La Blanca, Texas	5,200	0	11/81	1/82	25+
Bayou State Oil Corp.	Houston, La.	3,000	0	1/81	3/82	25+
Brio Refining Inc.	Friendswood, Texas	12,500	0	9/82	1/83	4
Bronco Refining Co.	Houston, Texas	2,250	0	4/81	7/82	1
Carbonit Refining Inc.	Hearne, Texas	11,000	0	2/81	1/82	6
Caribou-Four Corners, Inc.	Farmington, N.M.	2,200	2,400	1984	1984	19
Celeron Oil & Gas Co.	Mermentau, La.	11,000	0	1984	1984	6
Clinton Manges	Palestine, Texas	6,000	0	7/81	7/82	25+
Copano Refining Co.	Ingleside, Texas	11,100	0	9/81	2/82	4
Dorchester Refining Co.	Mt. Pleasant, Texas	26,500	38,800	1984	1984	6
Dow Chemical U.S.A.	Freeport, Texas	190,000	143,000	8/81	6/82	1
Eagle Refining Corp.	Jacksboro, Texas	1,800	0	3/81	7/82	1
Eddy Refining Co.	Houston, Texas	3,250	0	1984	1984	36+
Erickson Refining Corp.	Pt. Neches, Texas	30,000	0	12/81	8/83	4
Evangeline Refining Co.	Jennings, La.	4,500	0	12/82	1/83	25+
GHR Energy Corp.	Good Hope, La.	300,000	433,000	12/82	9/83	15
Giant Industries Inc.	Farmington, N.M.	13,500	5,000	5/82	11/82	7
Gulf Oil Corp.	Venice, La.	28,700	46,300	4/81	12/81	13
Hill Petroleum Co.	Knots Springs, Texas	57,400	62,000	1984	1984	7
Independent Refining Corp.	Winnie, Texas	50,000	63,000	10/81	8/83	23
Lake Charles Refining Co.	Lake Charles, La.	28,000	0	4/81	2/82	2
Listo Refining Co.	Donna, Texas	3,500	0	7/82	12/82	4
Longview Refining Co.	Longview, Texas	14,000	14,000	12/81	4/82	25+
Mallard Resources Inc.	Gueydan, La.	7,400	0	11/83	12/83	4
Marion Corp.	Theodore, Ala.	25,000	14,500	3/83	9/83	15
McTan Refining Corp.	St. James, La.	19,300	0	7/81	8/83	6
Mid-Gulf Energy Corp.	Ingleside, Texas	39,400	20,000	1984	1984	3
Natchez Refining Co.	Natchez, Miss.	16,000	0	6/82	9/82	2
Petraco-Valley Oil Refining Co.	Brownsville, Texas	12,300	0	3/83	12/83	5
Pioneer Refining Ltd.	Nixon, Texas	15,000	15,900	4/83	12/83	9
Placid Oil Co.	Mont Belvieu, Texas	8,500	0	1/82	7/82	2
Port Petroleum Co.	Stonewall, La.	3,200	0	1984	1984	5
Quintana Petrochem Co.	Corpus Christi, Texas	33,000	54,000	1984	1984	30
Quitman Refining Co.	Quitman, Texas	6,600	0	4/82	6/82	4
Rio Grande Crude Refining	Brownsville, Texas	9,500	0	6/81	6/82	3
Rio Grande Recovery Systems Inc.	Brownsville, Texas	1,000	0	5/81	2/82	2
Schulze Processing Inc.	Tallulah, La.	1,760	0	5/81	8/82	4
Sentry Refining Inc.	Corpus Christi, Texas	25,000	0	1/82	2/82	4
Shepard Oil Co.	Jennings, La.	10,000	0	5/81	2/82	4
Shore, Inc.	Kilgore, Texas	550	0	3/83	7/83	3
Sooner Refining Co.	Darrow, La.	6,000	32,200	1/82	2/82	2
South Hampton Refining Co.	Silsbee, Texas	18,100	28,000	12/82	12/84	24
Southern Union Refining Co.	Monument, N.M.	5,400	0	1/81	10/81	25+
Southern Union Refining Co.	Lovington, N.M.	36,100	18,500	1984	1984	8
Southland Oil Co.	Yazoo City, Miss.	5,500	3,080	2/81	7/81	25+
T & S Refining Co.	Jennings, La.	10,500	0	7/81	3/82	2
Tesara Petroleum Co.	Carrizo Springs, Texas	26,100	3,500	1984	1984	27
Texas Refining Co.	Midland, Texas	2,500	0	4/81	6/81	1
Texas Standard Refining Inc.	Houston, Texas	1,800	0	1/81	10/81	(S)
Thriftway Oil Co.	Graham, Texas	1,184	0	4/81	11/83	25+
Tipperary Refining Co.	Ingleside, Texas	7,320	0	1/82	3/82	4
Warrior Asphalt Co.	Holt, Ala.	5,500	2,000	1984	1984	30
Wickett Refining Co.	Wickett, Texas	8,000	0	1/76	2/82	25+
Total		1,185,214	999,180	—	—	—
District 4						
Caribou-Four Corners Inc.	Woods Cross, Utah	8,400	8,200	1984	1984	21
C & H Refinery Inc.	Lusk, Wyo.	180	0	1/81	2/82	25+
Glacier Park Co.	Osage, Wyo.	10,000	0	2/81	3/82	4
Glenrock Refinery Inc.	Glenrock, Wyo.	6,000	0	4/81	9/81	5
Husky Oil Co.	Cody, Wyo.	11,500	17,800	6/82	9/82	25+
Sage Creek Refining Co.	Cowley, Wyo.	1,000	0	1/82	6/82	17
Silver Eagle Oil Inc.	La Barge, Wyo.	1,500	0	10/82	8/83	9
Southwestern Refining Co.	La Barge, Wyo.	1,040	0	4/81	8/81	7
Texaco Inc.	Casper, Wyo.	21,000	35,500	3/82	7/82	25+
Total		60,620	61,500	—	—	—
District 5						
Arizona Fuels Corp.	Fredonia, Ariz.	6,000	0	2/83	9/83	11
Demunno-Kerston	Compton, Calif.	10,000	2,000	1/83	8/83	6
ECO Petroleum Inc.	Long Beach, Calif.	0	7,000	1984	1984	6
Marlex Oil & Refining Co.	Los Angeles, Calif.	21,100	0	1984	1984	7
Powerline Oil Co.	Santa Fe Springs, Calif.	44,120	100,100	1984	1984	34
Quad Refining Corp.	Bakersfield, Calif.	7,000	0	8/80	10/81	2
Road Oil Sales Inc.	Bakersfield, Calif.	6,000	0	1/81	1/82	9
Sabre Oil and Refining Inc.	Bakersfield, Calif.	10,000	0	4/81	11/82	10
Tosco Corp.	Bakersfield, Calif.	38,800	80,000	1984	1984	33
United Independent Oil Co.	Tacoma, Wash.	730	0	7/80	3/82	7
U.S.A. Petroleum Corp.	Ventura, Calif.	24,000	7,000	12/84	12/84	7
Total		176,750	203,100	—	—	—
U.S. Total		2,526,634	2,664,260	—	—	—